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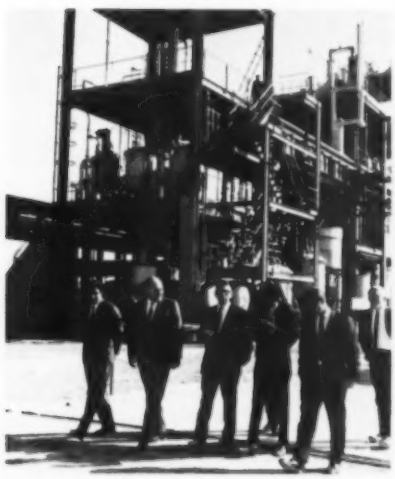

Trade Mission report from Pakistan

International Trade Winds

Company News

LIGHTING PRODUCTS—Sylvania Produtos Eletricos, Ltda., a subsidiary of General Telephone & Electronics International, Inc., New York, has begun construction on a new plant at Sao Paulo, Brazil, for the manufacture of lighting products. The new 65,000 square foot facility is being built on the company's 10-acre site adjacent to an existing plant which manufactures television picture tubes, picture tube mounts, and fluorescent lamp starters.

NUCLEAR REACTORS—Calumet & Hecla, Inc., Evanston, Ill., has received two contracts totaling $135,000 to supply seamless zirconium tubing to Aktiebolaget Atomenergi, the Swedish atomic energy company controlled by the Government of Sweden and several private industrial firms and power companies. The tubing will be used as part of the core for a new heavy water reactor to be built by Atomenergi at Markiven, Sweden. The tubing will be manufactured at Calumet & Hecla's special metals plant at Dearborn Heights, Mich.

INDUSTRIAL CONTROLS—Honeywell, Inc., Minneapolis, Minn., has acquired a controlling interest in OY Control AB, Helsinki, Finland. The new affiliate, to be known as OY Honeywell AB, will continue to specialize in the sale and servicing of industrial and test instruments, process computers, temperature controls, and Micro Switch products. OY Control has been Honeywell's distributor in Finland for 17 years, and will continue in that role.

FINANCE—Armco Steel Corp., Middletown, Ohio, has announced the formation of a subsidiary, Armco International Finance Corp., to aid in financing the parent company's foreign operations from non-U.S. sources. The subsidiary will issue $15 million of 12-year debentures through an underwriters' group. The securities will not be offered in the United States or to U.S. citizens or residents. Armco's international operations includes 24 plants of subsidiaries in 16 countries, as well as sales offices on six continents.

Newsletter

It has been a busy spring for U.S. traders, keeping current on new developments from Washington. Latest of many regional meetings is that of the Western International Trade Group, convening next week in San Diego. Attendance has been high all around the country to hear of balance-of-payments considerations, investment controls, import quota proposals, new financing, taxes, etc. The WITG expects about 150 businessmen from Arizona, Colorado, Utah, Nevada, California, Oregon and Washington.

And now--the wall-to-wall U.S. Trade Center show! Armstrong Cork Co. brought 250 potential customers in Southeast Asia into the Center in Bangkok recently to examine their ceiling materials, wall paper, wall board and floor tiles. Armstrong's story at the between-regular-shows promotion was that while the U.S. products in this field may cost more, they have balancing advantages of longer life, lower maintenance costs and efficient insulating properties.

The U.S. management and marketing story, to be told in Eastern Europe this spring at Commerce-organized seminars, will have top-flight exponents. Speaking at the seminars to be held in conjunction with trade fairs in Budapest and Poznan in May and June will be this team: Dr. Philip Grub of George Washington University; Ray Ellis, retired from Raytheon where he was a vice-president; Dr. Eugene Grabbe, manager of technology planning for TRW's Systems Group, and Wallace Elton, a former J. Walter Thompson vice-president who is now with the International Executive Service Corps.

Welcome to the new State of California trade promotion office at Taunusanlage 21, Frankfurt, Germany, where European Trade Director Robert B. Parks is now at work. He is not only on the alert for new markets for California's manufactured, grown and processed products, but is also encouraging foreign firms to invest in and set up branch plants and offices in California.

How much does a port mean to the people around it? The Maryland Port Authority has engaged two professors at the University of Maryland to make a study of the impact of the port of Baltimore on the State of Maryland. It will examine the direct expenditures made for wages, services, materials, equipment, local and state taxes because of the port, and also the secondary "multiplier" expenditures. The study is to be ready next September.

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for detailed know-how and analysis in our regular news columns.

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Expressions herein from private sources are meant to stimulate thought toward the solution of problems confronting the international businessman and to provide constructive suggestions, but they are personal opinions. Contents of this publication are not copyrighted unless so indicated. Noncopyrighted materials may be reprinted freely. Mention of source will be appreciated. Use of funds for printing this publication approved by the Director of the Bureau of the Budget on June 17, 1966.

the cover

The seven members of the official U.S. Trade and Investment Mission to Pakistan visited dozens of plants throughout the eastern and western parts of that country on their trip there in February and March. The group brought back some 300 trade and investment opportunities for U.S. manufacturers and importers, and found market prospects in Pakistan good. The Mission's report on its findings appears on pages 2-23 of this issue, with additional specific investment leads on pages 26-28 and trade opportunities on pages 30-39.

April 15, 1968

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Number 16

International Commerce

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Special Report

U.S. Mission to Pakistan Reports on Potential for Trade, Investment, Pages 2-23

'E' Awarded to St. Louis Surgical Instrument Maker 24
Company overcame European competition by designing products to meet requirements of overseas customers

Florida Traders Hear Pros, Cons on Import Quotas 25
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Fifty-eight general opportunities listed; these supplement leads listed with stories by individual Mission members

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U.S. TRADE MISSION REPORTS

Pakistan offers growing market

- Government strives toward self-sufficiency in esential food production by 1970
- Additional farm machinery and food processing equipment will be needed
- Imports of both pesticides and fertilizers are expected to rise in the next few years
- To achieve agricultural goals, high input of foreign capital, technology is required
- Efforts toward industrial development will strengthen market for machine tools
- Experience of U.S. engineers on the scene proves opportunities exist for consultants

U.S. TRADE MISSION TO PAKISTAN, with members of

Pakistan offers suppliers a growing market, as the country strives toward self-sufficiency in agriculture and toward industrial development.

U.S. companies offering high-quality products, competitive prices, latest know-how, should do well in this market. Best chances are in agribusiness.

Sales of U.S. goods in Pakistan are limited by the shortage of foreign exchange, but priorities in some categories represent a potential for U.S. exporters. Although licenses are required for most imports, 14 essential commodities are license-free.

The Pakistan Government welcomes capital and know-how from abroad.

These are some of the conclusions of a U.S. Trade and Investment Mission just back from a business tour there.

The seven-man mission was sent by the Commerce Department to evaluate opportunities for increased trade between the two countries and to appraise the investment climate. The group—five businessmen and two Government officials, accompanied by the U.S. Commercial Attache in Karachi—interviewed some 300 businessmen during its stay, Feb. 3-Mar. 4.

Traveling in both East and West Pakistan, the participants set up information centers in Peshawar, Lahore, Dacca, Chittagong, Hyderabad and Karachi. Here, and in other cities along the itinerary, they discussed the proposals which had been submitted by U.S. firms for the attention of Pakistan businessmen, and also proposals of the local businessmen for U.S. firms.

The participants visited more than 40 plants—among them the Associated Industries, Ltd., an edible oil factory, and Karimi Industries, Ltd.'s steel rolling mill, both in Nowshera; the Afghan Metal Works in Peshawar; the Batala Engineering Co., and Packages, Ltd., in Lahore; and the Saigol industrial complex at Kala Shah Kaku, near Lahore.

They talked with the Pakistan Industries Minister, the Governor of the State Bank of Pakistan, the Dacca Chamber of Commerce and Industry, the Director General of the Investment Promotion Bureau in Karachi, the Governors of both East and West Pakistan, and other Government and trade officials.

The full mission will report its findings to U.S. businessmen at an all-day conference in Boston on Apr. 17. For additional information about the conference, or for individual appointments with any of the members, **write:** U.S. Department of Commerce Field Office, John Fitzgerald Kennedy Federal Building, Boston, Mass. 02203.

The Mission was comprised of specialists in agricultural machinery, agricultural chemicals, machine tools, food production and processing, engineering and management services. Participants were: Herbert J. Cummings, Director, Performance Evaluation Division, U.S. Department of Commerce; E. Paul Allen, Director, Worldwide Licensing, Deere &

arhad Chamber of Commerce, at Jamrud before gateway to Khyber Pass—an important trade route for centuries—linking the Kabul River valley with Peshawar.

Co., Moline, Ill.; Edward W. Bouclin, President, Durant Tool Supply Co., Providence, R.I.; Eugene J. Gerberg, President, Cornell Chemical & Equipment Co., Baltimore, Md.; Laton M. Henderson, Investment Broker, Dean Witter & Co., Chicago; Clarence Jones, Jones and Fellers Engineers, Augusta, Ga. Herbert A. Heberling, Chief of the International Division, Commerce Field Office, San Francisco, was Trade Development Officer.

Specific opportunities brought back by the Mission—about 300 trade and investment leads—are listed in this issue of INTERNATIONAL COMMERCE. Investment opportunities in the industries in which the individual mission members were specialists are presented following each of the reports, which follow on pages 2-23; others are included in the Investment Opportunities section, pages 26-28. The trade leads brought back by the mission are presented in the World Trade Opportunities section, pp. 30-39, each marked by a double star.

COMMERCIAL CENTER of West Pakistan, Karachi is its leading port and the former national capital.

STRAIGHT TALK with Pakistani officials and businessmen led to firmer understanding and business openings. Here, Mission Director Cummings (l.) chats with Karachi Commissioner Syed Darbar Ali Shah.

MISSION REPORT: THE MARKET

Economic development efforts in Pakistan increase potential for U.S. products, services

Companies offering high quality goods, latest techniques, competitive prices, aggressive promotion should get business

By H. J. CUMMINGS
Mission Director

Pakistan is making a carefully planned effort to cope with the urgent economic problems with which it is confronted. It is the policy of the Government of Pakistan to attract private foreign capital and know-how to assist in solving them.

U.S. companies offering high quality, the latest know-how, and competitive prices should, with aggressive promotion of product and service, do well in this growing market.

How can 120 million human beings most of whom live at or only slightly above the subsistence level in a land which has limited known natural resources and is physically divided by 1,000 miles of foreign territory carry out a program of modern economic development?

This is the problem the people of Pakistan have been dealing with during the entire 20 years of their national existence and they must continue to deal with it on an even more systematic basis in the years and decades ahead.

Recent progress in basic economic development in Pakistan has been remarkable but population and widespread desire for improved living conditions for the average Pakistani have put pressure on the country's policy makers for more and quicker action.

The policy makers and program planners have not thrown their hands up in despair. On the contrary, they are actively searching for new sources of external financing and know-how. The result is that more people abroad are being made aware of Pakistan's problems, prospects, and possibilities.

Resources lacking

To the newly arrived observer the resources of Pakistan appear completely inadequate to meet the country's pressing development needs, and the competitive struggle among the developing nations to obtain public and private external financing tends to place rather severe limitations on the type and amount of external capital and technical assistance available for future development.

The leaders of Pakistan have recognized these and other limitations and have chosen to follow a highly selective program based upon priority development of the nation's agricultural and related resources—particularly natural gas, water and electric power. The present stage of the national development program is aimed at achieving self-sufficiency in agriculture by 1970 along with establishment of numerous industries using locally produced raw materials.

It was in this setting that the U.S. Government sent an official U.S. Trade and Investment Mission to Pakistan in February of this year. In selecting the members of the Mission, the U.S. Department of Commerce was guided to a large degree by Pakistan's development goals in food production and processing and in its desire to enlarge the scope of activities in which the private sector of the economy could participate.

Following a carefully planned schedule that had been worked out well in advance of the Mission's arrival in Pakistan, its initial work started in Rawalpindi and Islamabad where discussions

the author

Mission leader Herbert J. Cummings is Director of the Performance Evaluation Division of the Commerce Department's Office of Foreign Commercial Services. With commercial and economic experience abroad, he has served at U.S. Foreign Service posts in Istanbul and Ankara, Turkey. In 1951 he was Economic Adviser to the U.S. Representative, UNESCO, Geneva, and a member of the Special Economic Mission for Trade Development to Greece, Turkey and Arab countries.

Cummings has a B.S. from the University of Pittsburgh and an advanced degree in economics from Northwestern University.

were held with Pakistani government officials responsible for shaping and carrying out the nation's Third Five-Year Plan (1965-70). From there the Mission went on to such key cities as Peshawar, Lahore, Chittagong, Dacca, Hyderabad, and Karachi.

In each of these communities we were welcomed in a spirit of genuine friendship—the warmth of the hospitality was equaled only by the intense interest in American-Pakistan cooperation which was not confined strictly to business cooperation, but also included such matters as educational, professional and cultural exchanges of persons, science and technology. Many of the younger businessmen had been to America for college or graduate study and many older ones had children or close relatives studying in various parts of the United States. In Pakistan, as in the United States, personal contacts play an import role in business affairs; in neither society is much mutual confidence likely to be established soon through computers.

In each of these cities discussions were held with appropriate government officials and with the local chambers of commerce and industry. The Mission businessmen held individual discussions with Pakistani businessmen interested in joint ventures, in licensing the manufacturer of American products in Pakistan and in exporting to the United States or importing American products.

Many of the proposals put forward by the Pakistanis were considered by the Mission businessmen who conducted the interviews as being worthy of serious considerations by U.S. firms. These included proposals in such fields as food processing, fish, beef and poultry production and marketing; agricultural and industrial chemicals and pharmaceuticals; manufacturing of farm equipment and implements; hotel and motel construction; mining and marketing of marble; production and marketing of handicraft items.

Observations on market

In many instances, proposals considered worthy of immediate attention were submitted by Pakistani businessmen who enjoy well merited reputations in trade and industry among the international banking and business communities of America and Europe. Each individual proposal must be judged by the interested U.S. firm. On the basis of the month-long tour of Pakistan, however, and after extensive interchange of ideas with my colleagues on the Mission, I have made certain observations that may be of some value to U.S. businessmen considering ventures in Pakistan:

- The Government of Pakistan recognizes the need to attract private foreign capital to assist in achieving its economic development objectives. It began organizing its efforts to attract foreign capital almost 10 years ago. The Investment Promotion Bureau of the Ministry of Industries in Karachi was established in April 1959 "to promote foreign, as well as local private investment in industry, with the view to realizing the targets of the country's development plans in the private sector." This organization is ably directed, and a U.S. firm considering investment in Pakistan should take full advantage of the services its offers potential investors.

- A number of U.S. banks and other American business establishments have gained valuable experience in their operations in Pakistan. Most representatives of U.S. firms resident in Pakistan are willing to advise and assist potential American investors, and newcomers to Pakistan would do well to take full advantage of this source. Names and addresses of representatives of the U.S. firms resident in Pakistan are available from the U.S. Commercial Attache in Karachi.

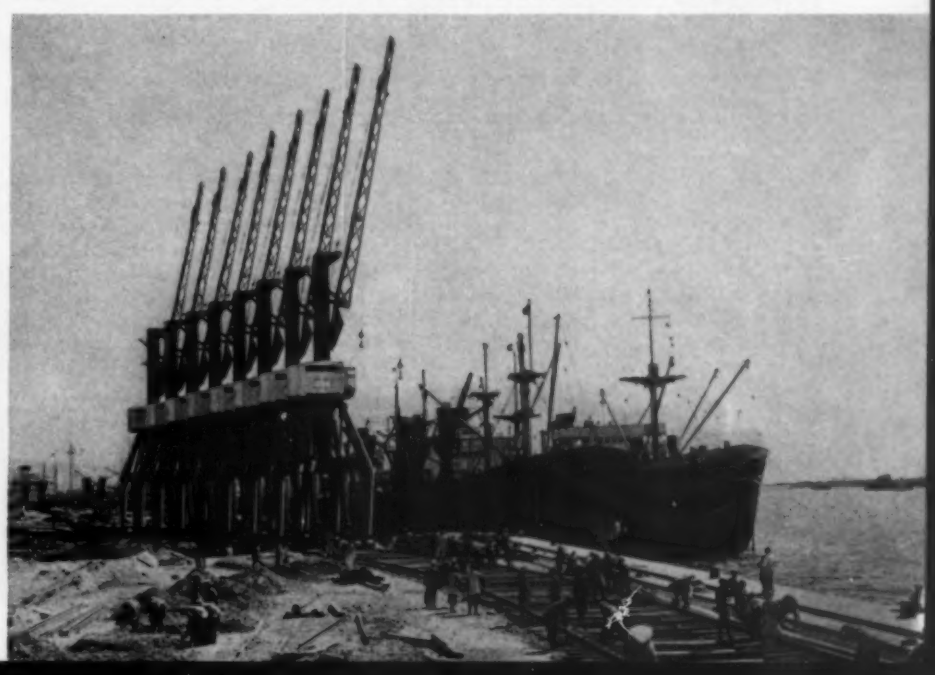
- The greatest untapped resources in Pakistan are the country's human resources. On each leg of the tour we saw convincing evidence that Pakistani workers learn readily and adapt well to methods of modern production in agriculture and industry. This factor deserves careful consideration when comparing an opportunity for investment in Pakistan with that of another developing country.

- The market for the sale of U.S. goods in Pakistan in the foreseeable future will be limited greatly by the shortage of foreign exchange. In many import fields likely to command foreign exchange priorities in the months and years ahead, however, U.S. goods are competitive and with aggressive salesmanship should command a good share of the market. Such items include farm machinery and equipment, earthmoving and heavy construction equipment, pumps, hotel equipment, and a number of others associated with agricultural production, food processing, heavy construction and processing of locally produced industrial raw materials.

In fiscal 1967 (July 1966-June 1967) the value of Pakistan's imports reached 5,192 million rupees ($1,090 million), according to latest Pakistani trade statistics. Major categories of imports included mineral fuels, lubricants, chemicals, iron and steel, machinery and transport equipment, and food and foodgrains. Of Pakistan's total imports in fiscal 1966-67, the United States supplied roughly 30%. Of dollar imports totaling $321 million, however, more than 90% were financed under U.S. economic assistance programs, including P.L. 480.

- Within carefully defined limits of foreign exchange availabilities there are reasonably good prospects for joint ventures with experienced and reputable Pakistani businessmen. The most likely at this time appear to be in such areas as agricultural and industrial chemicals and equipment, food processing and marketing; hotel and motel construction and operation; and management and engineering services. In addition, the second half of the Third Five-Year Plan program provides for sizable investment in the chemical and textile industries.

FOREIGN TRADE FLOWS through the Port of Karachi, which was modernized through a recent World Bank loan. New Five-Year Plan will provide openings for sales of equipment used in development projects.



NEW ECONOMIC VIGOR is reflected in the modern Mangla Dam, which provides power for West Pakistan's growing industries and irrigation water for large areas of previously arid land. (World Bank)

MISSION REPORT: RESPONSE

Pakistanis' interest sparked by proposals from U.S. firms

Mission hopeful U.S. companies will consider local offers; talks with central, regional government officials helpful

By HERBERT A. HEBERLING
Mission Trade Development Officer

The U.S. Trade and Investment Mission to Pakistan, accompanied by the American Commercial Attache in Karachi, spent four weeks in Karachi, Dacca, Lahore, Rawalpindi, Islamabad, Peshawar, Chittagong, and Hyderabad. Substantial interest was expressed in business with U.S. firms.

Consultations with high-level Pakistani Government officials provided the Mission with valuable background on current Pakistani Government attitudes, policies, programs, and plans. This background proved especially helpful in the Mission's subsequent business meetings.

Its interviews with Pakistanis resulted in more than 300 specific business proposals for consideration by U.S. businessmen. About half were joint venture or licensing proposals, reflecting to some extent the country's foreign exchange shortage and the attendant difficulties in direct purchase of equipment to start new manufacturing operations and to modernize or expand existing plants.

The Mission carried to Pakistan 145 proposals submitted by U.S. businessmen. Publicized in advance of the Mission's visit, they resulted in almost 200 expressions of interest from Pakistani businessmen, initiating contacts which can result in the establishment of profitable business relationships.

About 40% of the interviews and resulting business proposals were developed in Karachi; East Pakistan contributed 25%, Lahore, 20% and Peshawar and Hyderabad, 15%.

Fields in which substantial joint venture interest was manifested included, but were by no means limited to, the fishing and poultry industries, agricultural equipment, plastics, and food processing facilities. Areas of significant import interest included agricultural and industrial chemicals, food processing equipment, production machinery, and agricultural equipment.

Main areas of interest for export to the United States were centered around jute and jute products, textiles, hides and skins, leather products, seafood, and handicrafts.

In addition to meeting with central and regional government officials and individual businessmen, the mission met with a number of organizations, for discussion of economic and commercial problems and exchange of views on business relations between Pakistan and the United States. Thus, the Mission significantly contributed in goodwill and mutual understanding among those Pakistani businessmen with whom it came in contact. It is hoped that U.S. businessmen will examine the proposals developed by the Mission and, through direct contact with the Pakistani firms, explore in specific detail those of significant interest.

the author

Herbert A. Heberling is chief of the International Division of the Commerce Department Field Office in San Francisco, working closely with the international business community. Before joining the Field Office in 1957, he worked in the Commerce Department's Bureau of International Commerce in Washington, D.C.

Heberling graduated from Cornell College and has had graduate work in the international field at Northwestern University and San Francisco State College. He is a member of the San Francisco Export Managers' Association and the American Society of International Executives.

MISSION REPORT: FOOD

Steps by Pakistan Government accelerate farm production

Land reform, water treaty, agricultural training all help to increase output; processing will develop as supply grows

By LATON M. HENDERSON
Dean Witter & Co., Chicago, Ill.

Production and processing of food for human consumption in Pakistan can be compared to the job of moving forward a huge chain much too heavy to lift at one time. One would try to move it section by section as far as possible, in an effort to move the whole.

The protein intake is so low and the daily food intake so meager, anything that can keep stomachs fed is a help. The fact that population has been increasing at a faster rate than food production has added to the problem. The chief security a man finds is any piece of land with water—where he can place his family, his cow, his plow and a bullock wagon to transport any excess farm product to town. This situation creates stagnation in production, as new methods of tilling the soil and applying fertilizers, seeds, and insecticides are hard to sell to a man of such meager existence.

Land reform begun

The Government has introduced far-reaching and long-awaited land reform measures which have increased production. In each Province—East and West Pakistan—Agricultural Development Corporations have been established. These corporations are charged with organizing supplies needed by the farmer and providing technical knowledge.

To implement the latter, two agricultural universities, one at Mymensingh in East Pakistan and the other at Lyallpur in West Pakistan, have been established. It is important that the trained people be distributed throughout East and West Pakistan where agricultural production facilities placed in their hands are large and efficient enough for a full-time occupation with sufficient return to invest further profits in the land and improve its production.

Processing of foods will come as fast as enough of any product is grown to warrant economical production. Inexpensive labor in Pakistan will facilitate the introduction of processing facilities still requiring a large amount of hand labor. There are small surpluses in some items now, on a seasonal basis, but little thought has been given to tonnage needed to justify plant and equipment for processing, to preservation methods, or to sales outlets.

The first and most important job in West Pakistan is to produce enough wheat to meet its own needs. Land is available but lacks water and nutrients.

Water treaty

Ratification of the Indus Waters Treaty on Sept. 19, 1960, by the Delegations of Pakistan and India working under the auspices and guidance of the International Bank for Reconstruction and Development, resolved the long-standing dispute over water distribution. The waters of the three eastern tributaries—the Ravi, Beas, and Sutlej—are allocated to India. The flow of the western river—the Indus Main, the Jhelum and Chenab—averaging about 137 million acre-feet per year, is reserved for the use of Pakistan.

The flow of water allotted to Pakistan from the West is enough to replace the water alloted to India from the East; only after massive multi-purpose works are completed to impound, regulate and transfer water across the breadth of West Pakistan. This would accomplish the objectives envisioned in the treaty.

Mangla Dam is completed and Tarbela Dam construction contract is ready to be awarded. When dams and the ground water development and land reclamation now under way are completed, the water resources of the Indus Basin will be more fully utilized for beneficial purposes than those of any other of the world's great river systems.

These projects will bring water to more than 30 million acres of land in the Indus valley, converting what would otherwise be a desolate desert into the largest contiguous irrigated area in the world. Thus, with the introduction of Mexi-Pak—a high yielding hybrid seed—wheat it becomes possible to think about adequate wheat supplies by 1970. Family planning will do much to determine whether the production of food grain can keep ahead of mouths to feed.

Assuming self-sufficiency in wheat by 1970-71, a major decision will have to be made as to whether any excess will be sold in world markets or whether the land be used to produce other grain crops more adaptable to conversion into animal or poultry feeds. The Pakistani people generally desire meat and much more would be consumed if available.

Vegetable proteins also are needed and usually they are a by-product of producing more vegetable oils. How much vegetable food product will be used to build up the balance of trade payment with foreign countries and how much will be used to better the diets of the Pakistani should be observed by U.S. businessmen.

In production of eggs and poultry meats, excellent American genetic stocks are already established in Pakistan but their future expansion is dependent on the many factors—feed, transportation, for example—generally taken for granted in the United States.

Additional import of genetic stock is limited by availability of foreign exchange at reasonable prices. It is not difficult to figure the cost of production of chicken broiler meat or eggs when the price of the necessary inputs are known. As long as production costs are more than the end-product selling price, however, expansion is not imminent. Many Pakistani have seen or heard about the large meat production units in the United States; however, few realize the service organizations that stand behind our industry. Perhaps we oversimplify our description and presentation when we talk to visiting students of an industry.

Fish meal is in limited supply and is

the author

Laton M. Henderson is an investment broker with Dean Witter & Co., Chicago, specializing in grain and food commodities. He has operated ice cream and condensed and dried milk plants and milk farms. While serving as vice president of the International Agri-Products Group, Doughboy Industries, Inc., he helped establish poultry growing units to produce iced and frozen poultry products.

Henderson has degrees from the University of New Hampshire and Penn State.

FOOD SPECIALIST HENDERSON (right) looks over Pakistani brass handicrafts at a Peshawar bazaar.

used primarily to build foreign trade balance with Germany. More of it could be produced and should be used locally in poultry feeds because most such feeds are running 2 to 5% below desired protein standards. Standardized vaccines and livestock health aids are not readily available.

The dairy industry, in general, is primitive. Transportation is lacking so the cows are kept in or near the cities in order to have the milk handy to the consumer and delivered warm, direct from cow to consumer container.

A few modern dairies have been established, where bottled milk and icecream, equal to U.S. standards, are obtainable. Their output is relatively small, however, as for example, it is projected that there are only about 25,000 possible families out of the 2 million population in Karachi that can buy and use dairy products as Americans know them. Local milk for processing is difficult to obtain and importation in any form is highly restricted by the Government regulation on use of funds for such food.

Vegetables and especially fruits which are highly seasonable, partly because of lack of range in maturing varieties, are in excess. Transportation is not readily available to concentrate tonnage at a given location but many large tonnages could be grown. Climate is varied and excellent apples, pineapples, bananas, citrus and mangoes are grown according to areas. Potatoes, tomatoes, onions, carrots, beets, cabbage, turnips and most vegetables grow well. A ready market for any excess canned or dehydrated fruits and vegetable is easily obtainable in the nearby middle east countries.

Importation of new seed varieties and seed processing plants would be essential. The local peasant farmer has saved his own seeds for generations, and such varieties would not respond as well as varieties from outside sources that have been developed especially to coordinate with newer methods.

Rice production exceeds human consumption and with such varieties as Basmati, it becomes an ever increasing source of foreign exchange, as it is highly prized by nearby countries. New varieties of longer staple cotton are desired to feed raw material into a large textile industry. It will also increase production of cottonseed oil and meal. Jute, now processed within Pakistan, is a big factor in balancing their world trade deficit.

The sea is a great resource—for shipping to other countries shrimp, lobster, prawns, oysters, clam and mussels. Frog legs also are specially packed for a limited clientele.

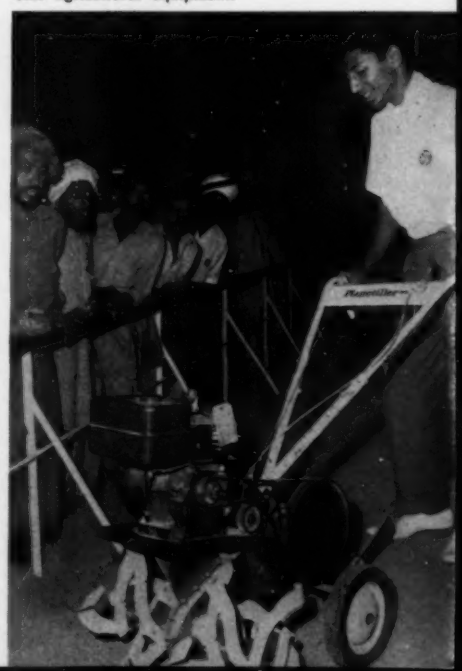
An ocean survey group is now working in the Bay of Bengal and within two years should have a good estimate of future exploration possibilities. Inexpensive fishing and production labor are available and lend themselves to specialty packed foods like smoked oysters and clams.

Agricultural experiment stations staffed by good production experts, coupled with accelerated education of the Pakistani, could bring about substantial changes. Farmers can be shown how to increase their production per acre per man. Within the next 25 years, West Pakistan hopefully could be a model of a land in which people have some freedom from poverty through increased food production matched with family planning. The investments and help of U.S. business men will aid greatly.

When food production exceeds immediate needs, further food processing plants to meet world export sanitary standards will be needed. Government policy on exports of raw or processed foods will determine the extent and type of future plants needed. Close contact with the Pakistan Agricultural Department will be necessary to keep up with Government policy changes.

Local Pakistani Government officials are available for consultation in the Consulate General at New York City, San Francisco and the Pakistan Embassy, Washington, D.C.

HIGHER YIELDS will result from the new techniques and equipment being used by Pakistani farmers. This small tiller was a hit at a Karachi exhibit of U.S. agricultural equipment.



Publications available

U.S. businessmen interested in the Pakistan market may obtain additional information from the following Overseas Business Reports, published by the Commerce Department's Bureau of International Commerce:

Basic Data on the Economy of Pakistan. OBR 66-29. 18 pp. May 1966.

Establishing a Business in Pakistan. OBR 66-67. 14 pp., Oct. 1966.

Market Factors in Pakistan. OBR 67-86. 9 pp., Dec. 1967.

Write: Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402. The reports are 15¢ each.

SPECIFIC LEADS: FOOD

Nutritional wants bring openings

Mission finds need for fish, fruit, food and fowl firms

The nutritional needs of Pakistan literally cry for expansion of the food, fowl, fish and fruit industries. Listed below are companies seeking collaboration with American firms in this area.

In operation for a year, a producer of handicrafts and curios seeks a joint venture with U.S. consortium of farm implements, fertilizers, and pesticides, in a commercial farm approximating 200 acres. **Write**: Associates International, P.O. Box 86, Rawalpindi. IR K-121

Well established manufacturer of building brick and refractory lining seeks a joint venture with U.S. firm to open a new tea garden. This 5,000 acre project is in an ideal climate and an area that has had tea plantations for over 100 years. **Write**: Dacca Refractories, 34 Purana Paltan, 2nd Floor, Ramna, Dacca 2. IR D-59

The Hyderabad Chamber of Agriculture, an agricultural cooperative of 500 farm members, is interested in establishing major demonstration farm for cattle, sheep and poultry farming, as well as a tropical fruit farm in conjunction with U.S. partner. **Write**: Chamber of Agriculture, Shopping Center District Council, Thandi Rd., Hyderabad. IR K-94

The owner of textile and jute mills and chemical and rubber factories, wishes to diversify further by entering joint venture with U.S. firm to establish a poultry farm for meat production. **Write**: Nishat Mills Ltd., First Floor Karachi Chambers, Karachi. IR K-47

A manufacturer of insecticides, disinfectants and shoes needs technical know-how to establish a chicken broiler farm; also wishes joint venture with U.S. firm for tropical fruit production and long-range tea garden. **Write**: B.S. Trading Co., P.O. Box 1090, 199 Mitford Road, Dacca 1. IR D-28

A newly-formed company for poultry production wishes a joint venture with a U.S. firm for expansion to 10,000 eggs daily and 7,000 broilers weekly. **Write:** Hossain and Co., 32 South Kamalapur, Dacca 2. IR D-2

A ten-year old firm importing iron and steel, and exporting spices and steel fabrication, seeks joint venture with U.S. firm for poultry farm of 2,000 egg-laying hens and 2,000 broilers weekly. Fifteen acres available in East Pakistan and can provide building and operating capital, but needs machinery and technical know-how. **Write:** Eureka Enterprisers G.P.O. Box 253, Dacca 2. IR D-67

The operator of a fruit plantation seeks a joint venture with U.S. firm for production of eggs and chickens; has 50 acres of land and some capital available but requires technical know-how and additional financing. **Write**: Nirapad Steamship Co., Ltd., K.C. Dey Road, Chittagong. IR D-22

A marine fishing operator and exporter of frozen shrimp since 1963 seeks a joint venture with U.S. firm for poultry processing plant in conjunction with existing fish freezing and processing plant, or separately as a self-contained unit. **Write**: Associated Fisheries Corp., Nadir House, McLeod Road, Karachi 2. IR K-72

An importer of air conditioners since 1920 is interested in distributorship of U.S. poultry equipment and a joint venture for an egg laying operation. **Write**: Ally Brothers & Co. Limited, P.O. Box 461, 63 The Mall, Lahore. IR L-21 WTD.

Large manufacturer of Coca Cola, ice cream and fruit juices wishes joint venture with U.S. firm or group to furnish breeding stock and all equipment for production of 60,000 broilers weekly. **Write**: Shahi Bottlers, 15/16 N. Gulberg, Lahore. IR L-53

Well-established manufacturer and exporter of frozen shrimp and seafoods with freezing and canning facilities wishes to expand operation through joint venture with U.S. firm having trawlers. **Write**: Union Cold Storage Co., Ltd., Division Hyesons Group, Abdul Hye Chambers, Dockyard Road, West Wharf, Karachi 2. IR K-1 WTD.

A manufacturer and exporter of frozen shrimp, lobster, shark liver oil, veterinary products and animal feed by-products seeks joint venture with U.S. firm for expansion, including well-equipped trawlers and machinery for canning and freezing of seafoods and cold storage to accommodate trawler production. **Write**: Ganisons Industries Ltd. D/3 Fish Harbour, West Wharf, Karachi. IR K-77 WTD.

A firm established for five years in marine fishing, frozen foods and shrimp seeks joint venture with U.S. firm for expansion of freezing operation. Looking for additional freezing equipment and fishing trawlers. **Write**: Associated Fisheries Corp., 3rd Floor, Nadir House, McLeod Rd., Karachi. IR K-80.

The owner of a three-year old Danish- and English-equipped milk and ice cream plant with unlimited market potential is interested in joint venture with U.S. firm

U.S. BRANDS ARE POPULAR in Pakistan, as illustrated in the Packages Ltd. plant at Lahore, whose box-making operations were modernized and expanded through a World Bank loan.

A (*) following the name of the foreign firm indicates that additional information is available from the Office of International Investment, Dept. of Commerce, Washington, D.C. 20230. Phone 202-967-3786.

RUDIMENTARY TRANSPORTATION NETWORK forces Pakistan's dairy farmers to keep their cows in or near cities in order to deliver fresh milk. Cows and goats are sold in this Karachi market place.

for expansion in the dairy field. **Write**: K. Fahman Milk Products Ltd., 63 Chittagong. IR D-83

A manufacturer, importer and exporter of scrap metal, rope and fish products seeks joint venture with a U.S. firm to expand fishing industry. Requires equipment, including trawlers, and machinery for solvent extraction, fish meal production, freezing facilities and sharp fish processing. **Write**: The Co-Operators' Enterprise Ltd., 257 Serajuddowla Road, Chittagong. IR D-47

An exporter of celery seeds and plants for over ten years wishes joint venture with a U.S. firm for canning and processing food. **Write**: Farid Agriculture Corp. Ltd., P.O. Box 5, Hyderabad. IR K-36

Doing business for 15 years as a manufacturer, importer and wholesaler of farming vegetables, fruit and cattle, as well as operating a steamship line, this company is looking for a joint venture partner in the United States to establish a processing plant for canning and freezing fish of all types. **Write**: Nirapad Steamship Co., Ltd., K. C. Dey Road, Chittagong. IR D-69

Steamship chartering brokers for over 15 years, this firm is looking for a joint venture with a U.S. company in a canning plant for fruits, vegetables, and fully prepared meal in concentrated form, similar to K rations. **Write**: Lakhani Services Corp., 12 Madha Chamber, Bundar Road, Karachi. IR K-64

An exporter of jewelry including pearls since 1936, a firm now wishes to expand into canning of fruits, vegetables and fish. Land, buildings and working capital available, but seeks joint venture with U.S. firm for machinery and technical know-how. **Write**: Aneesur Rahman Ltd., New Pak Bldgs. Ramjoy Mahajan Byelane, P.O. Box 531, Chittagong. IR D-21

A small manufacturer, exporter and wholesaler seeks a joint venture with U.S. firm to establish dehydrating plant for fruits and vegetables. Land and operating capital available but requires equipment and technical know-how. **Write**: Nasir and Sons, Siraghat, Tilak Road, Hyderabad. IR K-23

Exporter of tanned leather, hides and skins since 1952 firm has recently diversified into dehydration of eggs, milk, and vegetables. Firm has adequate local capital and wishes to expand its dehydration capabilities by joint venture with U.S. firm for additional equipment and technical know-how. **Write**: Saico, 43 Hakim Habihur Rahman Rd., Dacca 11. IR D-8

Air conditioning and refrigeration engineers, importers since 1960, seek joint venture with U.S. firm to process fruits and vegetables. Require technical know-how. **Write**: Samico (Pakistan) Ltd., 8 Laldighi East, Chittagong. IR D-33 WTD

Manufacturer of enamel ware since 1963 seeks joint venture with U.S. firm for canning and food processing plant for canning pineapple, mangoe, and citrus. **Write:** East Pakistan Enterprise (Karachi) Ltd., Plot 10, Sector 29, Lorangi Industrial Zone, Karachi. IR K-53.

Fruit grower, operating family business in citrus production, wishes to expand in frozen concentrate field and seeks joint venture with U.S. firm for plant, engineering know-how and capital participation. **Write**: Major Mohammed Ali Malik, 18 New Civil Lines, Sargodha. IR L-42

Former flour manufacturer seeks joint venture with U.S. firm to complete animal feed manufacturing plant, including pelleting machinery for animal and poultry feeds. **Write**: Associated Mercantile Agencies, 72 Kakrail Road, Dacca. IR D-77

Manufacturer of drugs for 15 years is interested in producing fish flour for human consumption and manufacturing hard two-piece gelatin capsules; seeks joint venture with U.S. firm. **Write**: Nanjiani Medical Stores, A.M. 144 Frere Road, Karachi-3. IR K-122

Manufacturer, exporter and wholesaler since 1958 in cottonseed, coconut, sesame, ground nuts, oil and oilseeds, cake and by-products, seeks joint venture with U.S. firm to establish delinting, decorticating and solvent extraction plant. **Write**: Irfan Corporation, Ltd., 4 Queen's Road, P.O. Box 836, Lahore. IR L-33

In business since 1947, this manufacturer, importer, exporter, wholesaler and retailer of burley leaf and tobacco wishes to diversify in establishing plant for rice, bran oil extraction and oil refinery plant; plywood manufacture and textile production of bath and terry cloth. Would be interested in joint venture with U.S. firm in either or all of these industries. **Write**: Abdul Karim Abdul Ghani, Shop C-10-2550 Seray Ghat, Hyderabad. IR K-32

Manufacturer of edible oil seeks U.S. joint venture partner on a 50-50 basis to set up plant to derive edible vegetable oil from rice bran. Technical know-how and processing equipment is to be provided by American partner. **Write**: Continental Oil Co., P.O. Box 385, Chittagong. IR D-64

Retired Pakistani with military and banking connections seeks joint venture with U.S. firm to establish spaghetti-macaroni or vermicelli plant. **Write**: Kabir A. Sheikh and Associates, 15 H Gulberg, Lahore. IR L-34

Long-established importer and exporter of miscellaneous items seeks joint venture with U.S. firm for the manufacture of American-style cigarettes. Technical know-how, equipment and managerial skills are required of American partner. **Write**: Afghan and Co., Jinnah Market, Peshawar, Pakistan. IR P-10

Manufacturer and wholesaler in citrus industry since 1963 is interested in joint venture with U.S. firm in fruit industry for technical know-how on citrus production, including sizing, grading, supply, etc. Complete 1,000 ton capacity unassembled cold storage plant is available but "reefer" ship is desired. **Write:** Pakistan Fruit Importers and Exporters Syndicate Ltd., 4th Floor, Habib Bank Building, Victoria and Bunder Road, Karachi. IR K-44

CHITTAGONG CHAMBER OF COMMERCE officially welcomed the seven-member U.S. Trade and Investment Mission. Here Mission Member E. Paul Allen addresses the meeting set up by the Chamber.

MISSION REPORT: FARM MACHINERY

Chance to sell tractors, combines, agricultural implements in Pakistan

Problems of two areas differ, but increased food production essential in both; joint venture requests must be studied

By E. PAUL ALLEN
Deere & Co., Moline, Ill.

Pakistan's two distinctly different areas—East and West—produce different basic crops under drastically different conditions.

East Pakistan for the most part is a large delta country whose basic crop is rice. There are 21.9 million acres of land under cultivation. Excess water during the summer, a shortage during the winter, and the small size of land holdings constitute the main problems in increasing foodgrain production.

West Pakistan has 42 million acres under cultivation, of which 32 million are irrigated. The remaining areas are forest and range, mountainous and arid sectors.

As present government plans and policies are concentrated on development of a broad agricultural base, there are business opportunities, including joint ventures, for the sale and/or manufacture of tractors, farm implements, grain storage, low lift pumps, and other products required to meet increasing farmer demand.

To meet this demand and fit in with avowed government policies, partners in joint ventures must be prepared to train sales and service personnel. Specifying the proper machines and servicing them is a task that must be met and solved. The basic reason for the government's standardization of engines and tractors has been the deplorable service rendered plus the problem of foreign exchange in providing inventories of service parts for different makes of tractors.

The Pakistan farmer has had a low income. When he invests in a tractor or implement his whole future crop depends on that unit's operation. If an American implement does not operate properly, marketing other American products in Pakistan becomes more difficult.

West Pakistan produces an estimated 10 million acres of wheat; of this acreage, 5 to 6 million acres are high-yield Mexican varieties which have been fertilized so that the resulting production could double the wheat crop in the immediate future.

Combines needed

Reliable sources estimate that 37,000 combines would be required in the next two years to properly handle the crops. From the ripening of the grain in May until the monsoon rains is a short period and the harvest task will be greater than any previous harvesting in Pakistan.

It is not possible for the country to buy this many combines and put them into use within this period; however, demand for combines will be substantial in the immediate future. The prevailing method of hand harvesting will continue. Many simple stationary machines are being built, however, to thresh the grain. There is and will be for some time a market for a simple small- to medium-sized threshing unit that can be transported easily from farm to farm or village to village.

Mechanical fertilizing and spraying is a necessity—for which a tremendous amount of new equipment will be needed in the near future. At present, less than 15% of the foodgrain crop is being adequately sprayed. The government forecasts the need of facilities to produce 18,000 sprayers and dusters a year by 1970.

Fertilizers can be applied uniformly only by mechanical means. Present fertilized fields of grain show very uneven stands because the hand method cannot do the job properly.

New concepts of seed bed preparation will require deeper tillage for which ade-

the author

E. Paul Allen is director of Worldwide Licensing, Deere & Co., Moline, Ill., manufacturers and distributors of farm and light industrial tractors and agricultural chemicals. Employed with Deere for 40 years, he is familiar with farming equipment needs worldwide, and has knowledge of irrigation systems and harvesting of edible oil materials.

In 1963-67, Allen was president-director general of Cie. Francaise John Deere, Fleury-les-Aubrais, France, where he directed the organizing, building and putting into production a plant to make diesel engines and industrial equipment.

quate tractor power and proper implements will be needed. It has been estimated that Pakistan will need a half billion dollars' worth of tractors by 1985. With mechanization, the time gain often enables a farmer to grow a second crop —thus increasing cash income.

Much land is being reclaimed now that the Mangla Dam has been completed and the Tarbela Dam is ready for contract awards. Millions of acres will require leveling and ditching. Contractors using methods and machines used in the South Western United States could set up joint ventures with Pakistani partners. There are many years of work ahead in reclaiming and improving land.

Storage facilities lacking

On the farm and at the village level, there is an acute shortage of grain storage facilities. Quantities of the 1967 rice crop are stored openly on the ground without adequate protection. This grain has been exposed to the weather, birds, and insects since threshing in November.

The Punjab alone will have an estimated million pounds of surplus wheat from the 1968 crop.

West Pakistan will need $35 million worth of grain storage facilities and crop dryers in the next two years or suffer high losses.

Tube wells are being sunk in West Pakistan to lower the water level and combat soil salinity. The Third Five-Year Plan calls for 15,000 government-sponsored installations; the private sector will account for many more. In East Pakistan pumps are required to control river water during summer and winter. The need for pumps is great and varied from East to West.

ATTRACTIVE MARKET POTENTIAL for farm equipment and supplies was discovered by the Mission on its tour of Pakistan. Below, U.S. equipment is demonstrated at work to a Pakistani official.

Problems in the East

As mentioned earlier, agricultural and related problems in the East differ drastically from those in the West. American machines and practices apparently can be adopted more easily and quickly in the West. Land reform and specially designed machines must replace current practices and equipment in East Pakistan before mass mechanization takes place.

A good market exists for one-axle tractors equipped with rotovators capable of operating in wet rice paddies. Next, and more desirable, is a low-cost, low-hp. (20-25) four-wheel drive tractor equipped with a rotovator. Such equipment is essential also in the entire Southwest Asian rice growing area.

The population increase in East Pakistan requires daily 52 tons of additional rice to feed the people on present calorie intake. The delta can support its people when U.S. agriculture know-how is applied.

Lack of adequate service and parts is so great that national effort will have to be placed upon the problem.

As tractors and mechanical implements are in short supply, it is difficult for dealers to maintain adequate service facilities and parts within reasonable distance to the farmer customer. Service centers and mobile service trucks present opportunities on a national scale for joint ventures.

Must be analyzed

The potential market for farm equipment and supplies is tremendous and will continue to be for years.

Joint ventures in marketing and servicing are needed, and appear to be profitable.

Joint ventures in manufacturing must be analyzed carefully. Products requiring a high percentage of imported raw materials and components face great difficulty in the next few years but appear feasible in the long run. Until Pakistan has more basic industries or foreign exchange it will be difficult to fabricate tractor and implements with high profitability. Any one planning joint ventures should be prepared to do a very thorough feasibility study before entering into a contract.

One should be prepared to have an experienced management team from the United States in Pakistan throughout the starting phase and beyond—possibly three to six years or more, depending on the project. Legal and financial connections with U.S. institutions established in Pakistan are essential.

SPECIFIC LEADS: FARM TOOLS

U.S. partners wanted in several lines

Help needed in making items from hand tools to tractors

A diversified group of equipment and machinery for agricultural uses is sought by Pakistani firms seeking collaboration with U.S. firms. Specific proposals are listed below.

A large steel fabrication firm established in 1960 is interested in a joint venture to produce a line of agricultural implements. **Write:** Syed Tat Mia Shah, Oper. Dir., Karimi Industries, G. T. Road (Anangarh) Nowshera. IR P-4

A small farming organization seeks a joint venture to manufacture hand tools. **Write:** Mr. H. M. Nagvi-Nawab, J. V. Machine Tools Factory, 10 Chauhan Road, Krishannagar, Lahore. IR L-10

A small importing firm established in 1952 desires a joint venture with an American firm to provide and install tubewell installations throughout West Pakistan. The American firm would be expected to provide drilling rigs, pumps and know-how with the Pakistan firm contributing buildings, land, sales contracts and 51% of capital in rupees. **Write:** M. Latif Malik, Gen. Mgr., United Traders Int'l., 6 Link McLeod Road, Lahore. WTD. IR L-55

A general exporter, importer seeks to manufacture a one-axle, light 6 to 12 hp. diesel tractor which can handle rotovator in wet rice paddies in joint venture with a U.S. firm. **Write:** S. Wasi-ul-Hasan, Proprietor, Koh-i-Noor Agencies, 15 Bahadur Shah Market, Bunder Road, Karachi. IR K-128

A large manufacturer of transformers, motors, pumps, and compressors seeks joint venture with U.S. firm to produce agricultural equipment including plows, harvesters and other implements. **Write:** Mr. Amajd Mie, The Climax Engineering Co. Ltd., G. T. Road, Gujranwala. WTD. IR L-24

A well-established manufacturer of plant protection sprayers/dusters seeks a U.S. joint-venture partner to assist it in automating its production of portable spraying equipment and to add other agricultural equipment to its product line. The Pakistani firm, which currently bottles Pepsi Cola, also wants to expand its bottling and canning operation into

fruit juices. **Write:** Iftikhar Yaqub, Director, Shonsel Sind Cottage Industries, D-45 S.I.T.E., Manhopir Road, Karachi. IR K-71

A sizable and diversified manufacturer interested in expanding its present production of large grain and fertilizer bins seeks joint venture with a U.S. firm. **Write:** M. Anwaruddin Ali, Commercial Manager, Wazir Ali Industries Ltd., Kali Road, Hyderabad. WTD. IR K-38

A manufacturer of 3½ gallon hand sprayers and powered knapsack sprayers wishing to expand present production facilities seeks a joint venture with a U.S. firm. **Write:** Iftikhar Yaqub, Sind Cottage Industries, D-45 Sind Industrial Trading Estates, Karachi. IR K-5

A joint venture with a U.S. pump manufacturer is sought by a Pakistan firm interested in producing a line of low pressure pumps for water supply and irrigation as well as a small diesel engine to drive the pumps. **Write:** S. A. Rauf, Managing Director, Industrial Machines Corp., 6 Saddar Road, Peshawar. IR P-20.

Diversified firm seeks joint venture with U.S. manufacturer of one-axle tractors with 5 to 15 hp. diesel engines. Tractor must be equipped with rotovator and capable of operating in wet rice paddies. **Write:** Ahmad Syed, Technical Advisor, Meah & Co., Ltd., 260 Majir Ghat Road, Madarbari, Chittagong, Dacca. IR D-37

A well-established cooperative seeks U.S. joint-venture partners in a number of projects, including the production of tractors, cleaning fluids and spot removers. **Write:** S. B. Ahmed Hashmi, Eastern Trading Co., (Group of Associated Firms), 811 Qamar House, Karachi*. IR K-52

A manufacturer of automotive spare parts seeks U.S. participation in a project to manufacture four-wheel tractors with 10 to 20 hp. diesel engines. Engine must have good ground clearance and be capable of handling one bottom plow in hard ground. **Write:** S. B. Oosman, Commercial Advisor, Index Industries, 129 Marrot Road, Karachi. IR K-59

A well-established ship repair firm seeks a joint venture or licensing agreement with U.S. partner. The Karachi firm's interest is primarily in grain bins and fertilizer spreaders. **Write:** M. S. Makhdumi, Director, Economic Engineering Co., Ltd., Economic Building, Keamari, Karachi-7. IR K-119

An industrial consultant is interested in a joint venture with an American firm to manufacture hand and power spray equipment for agricultural uses. **Write:** M. M. Swaleh, Adamjee Chambers, McLeod Road, Karachi-2. IR K-87a

Pesticides, fertilizers needed in Pakistan's drive to expand its agricultural production

Limited facilities, shortage of foreign exchange create supply problems; but imports are expected to increase

By EUGENE J. GERBERG
Cornell Chemical & Equipment Co., Inc.
Baltimore, Md.

Pakistan's goal is self-sufficiency in food production by 1970. The highest priority has been given to increasing agriculture production.

The Government of Pakistan is quite aware of the need for adequate supplies of pesticides and fertilizers. The problem lies in the country's limited production facilities and severe shortage of foreign exchange. Imports of both pesticides and fertilizers are expected to increase, however, in the next few years.

Pakistan is a country in which more than 85% of the population is engaged in agriculture. With over 120 million inhabitants, the human resources available are overwhelming.

About 29% of Pakistan's 365,000 square miles are arable. There are 11 million farms, of which probably more than half are in West Pakistan and the remainder in East Pakistan. The average farm size in the West is 10 acres.

Agriculture is oriented primarily toward food production. Major crops are wheat, rice, sugarcane, jute, cotton and tobacco. More and more farmers are eager to modernize, but in general, agricultural techniques are rather primitive. The more modern methods have just begun to make an impression.

Government subsidy

Purchasing, distribution and application of pesticides has been largely controlled by the Government. Before December 1966, the cost of pesticides plus the cost of application was provided by the Government to the farmer at basically 100% subsidy. Since then the farmer has been charged 25% of the "ex-warehouse" cost of the particular pesticide, with application still supplied free.

The vast acreage and pest control problems have far exceeded the capabilities of government resources to cope with the situation. During the Third Five-Year Plan (1965-70), it is estimated, 64 million acres will be under cultivation, and less than 15% will receive adequate plant protection.

Development of privately owned pesticide manufacturing plants is starting to move forward. In the West, a 700-ton DDT plant at Nowshera may be turned over to the private sector. At Kala Shah Kaku, near Lahore, there is a privately owned DDT plant with 1000-ton capacity, and a 1000-ton 24% gamma benzene Refachloride plant which has U.S. collaboration.

In addition, a 2,250-ton toxaphene plant in collaboration with another U.S. firm is being considered, as well as a joint venture to produce malathion (2000 tons). Joint ventures with other U.S. and other foreign firms are being considered for production of other pesticides.

In the East, a 1500-ton DDT plant at Chittagong is owned by the Government's East Pakistan Industrial Development Corporation. Additional plants to produce organo-phosphate pesticides are under consideration. At present there is sufficient capacity to formulate 6,400 tons of liquid pesticides in East Pakistan, and 14,750 in West Pakistan. Formulating capacity for dusts is 6,000 tons in the East and 9,800 tons in the West.

Manufacture of small sprayers has started, but is a long way from being adequate. A small plant in Karachi is producing 3¼-gallon hand sprayers and power operated knapsack sprayers. If the application of pesticides is turned over to the farmer, there should be a tremendous demand for application equipment.

Though Pakistan is expanding its pesticide production facilities there is still great dependence on imported pesticides.

HANDS ACROSS THE TABLE (and the world), Mission member Gerberg (l.) shakes hands with M. Raschid, Governor of State Bank of Pakistan. Several Bank officials attended the Karachi meeting.

It is likely that this dependence will continue for the next few years. Pesticides are now imported into Pakistan under AID financing, barter or credit. In 1967, total import of pesticides reached 4½ crore rupees ($9,500,000). It is estimated that 1968 requirements will be 6 crore rupees ($12,500,000).

Provided that the Government will sanction the imports, there will be export opportunities for various insecticides, herbicides, fungicides and rodenticides. Projected requirements for 1968-69 in tons are 1,400 for chlorinated compounds, 18,000 for organo-phosphates and 2,250 for fungicides. Though the use of herbicides in Pakistan is still in its infancy, the country should become an excellent market for herbicides to control weeds in rice, cotton and jute.

There are joint venture opportunities for application equipment making.

Fertilizer production

At present, the bulk of the fertilizer is made at two plants in the West, one producing ammonium sulfate with a rated capacity of 10,500 nutrient tons per year, the other a West Pakistan Industrial Development Corporation plant at Multan, producing urea and ammonium nitrate at a rated capacity of 56,000 nutrient tons.

There is also a medium-sized plant producing 3,600 nutrient tons of superphosphates. In the East Wing, at Fenchuganj, an East Pakistan Industrial Development Corporation plant produces urea, anhydrous and aqua ammonia with a production capacity of 117,000 tons.

Estimated requirements for fertilizers in fiscal '68 are 292,000 nutrient tons of nitrogen, 70,000 tons of phosphate and 8,000 nutrient tons of potash. In fiscal '69 an estimated 484,000 nutrient tons of fertilizer will be required. This will provide an average per acre of 17.8 pounds of nutrients on 68 million acres.

At least 6 new fertilizer plants have been sanctioned or are under consideration and are expected to be producing by 1972-75. Estimated fertilizer production for 1968 is 103,000 nutrient tons of nitrogen, and 3,000 nutrient tons of phosphate.

Domestic production of fertilizers is a long way from meeting agricultural requirements. For fiscal '68 an estimated 300,000 tons of ammonium sulfate, 321,000 tons of urea, 134,000 tons of triple superphosphate and 16,000 tons of muriate of potash—770,000 tons of fertilizers—will be imported. For fiscal '69, the estimate is for a total of 953,000 tons. Imports of fertilizer will average $117 million per year, up to 1972.

There is no doubt that the Government of Pakistan is striving vigorously to reach its food requirement goals. Shortage of foreign exchange has created some difficulties, but the increasing willingness of foreign firms to embark on joint ventures may tend to mitigate this problem.

Acceleration of expansion of existing facilities and inauguration of new pesticide production facilities bodes well for the future. However, unless the public sector divests itself from the production and particularly the distribution and application of pesticides, it is difficult to envision adequate growth in this industry.

The Pakistani farmer has the potential to learn modern farming techniques. He should be provided agricultural extension services and allowed to benefit from competition among the private suppliers of his requirements.

the author

Eugene J. Gerberg is president of Cornell Chemical & Equipment Co., Baltimore. A consultant in entomology, tropical agriculture, and food storage, Dr. Gerberg has surveyed markets and advised government and industry on agricultural problems and product promotion. Dr. Gerberg has an M.S. from Cornell University and a Ph.D. from the University of Maryland.

SPECIFIC LEADS: CHEMICALS

Plastics industries have top promise

Many fertilizer and pesticide openings already being filled

In the field of fertilizers and pesticides the proposals listed below are overshadowed by projects already under negotiation. However, in other chemical fields, including plastics, there appear to be a substantial number of proposals of potential interest to U.S. firms.

A formulator of pesticides seeks participation from U.S. firm to expand its present production capacity. **Write:** A. A. G. Rumbelow, Director, Standard Finis Oil Co., 199 Motijheel Commercial Area, Dacca. IR D-4. WTD.

An importer and distributor of tube well drilling seeks a joint venture partner for the erection and operation of a pesticide formulating plant. **Write:** A. B. Akram, 37 Commercial Building, The Mall, Lahore. IR L-17.

A producer of petroleum compounds seeks a joint venture with U.S. firm to formulate pesticides. **Write:** S. Ahmed Mian, Director, Jamia Industries Ltd., 5th St., Karachi Chambers, McLeod Road, Karachi 2. IR K-9.

Members of a sizable agricultural cooperative with approximately 17.2 million acres of land seek a U.S. joint venture partner to establish a fertilizer blending plant with annual capacity over 150,000 tons to meet group's needs. **Write:** M. P. Talpur, Secretary, Chamber of Agricul-

ture, Shopping Center, District Council, Thandi Road, Hyderabad, Karachi. IR K-24.

A small manufacturer of plastic goods desires a joint venture with a U.S. producer of supported and unsupported sheet plastics, leather cloth and book cloth. **Write:** Hohd Sharif, Proprietor-Manager, Excelsior Industries, Hussainbhoy Isamailjee Road, Near Lea Market, Karachi. IR K-46.

A progressive plastic goods manufacturer seeks U.S. participation in the expansion of its existing plastics factory. **Write:** L. M. Shafi, Partner, Kohinoor Plastic Works, 21/B Khalil Yasin Market, Salem Moh'd St., Karachi. IR K-39.

A leading Pakistani manufacturer and exporter of chemicals and textile products seeks U.S. joint venture partner in project to manufacture calcium carbide. Estimated demand is 80,000 tons per year for use in plastics industry. **Write:** Mohamed Farook, Director, Nishat Chemical Industries Ltd., Habib Square, 4th Floor Bank House #2, Karachi. IR P-5.

A large manufacturer of caustic soda and bleaching powder seeks a joint venture with a U.S. firm to enlarge its production capacity and expand its product line. **Write:** Chemical Industries of Pakistan, Chittagong. IR K-15.

A Pakistan pharmaceutical manufacturer seeks to license new drugs from a U.S. firm. The firm has tableting, capsule filling, ampule filling and liquid filling facilities and a quality control laboratory. **Write:** Khalid Mansur, Managing Director, REKO Pharmacal Ltd., 7, Circular Road, P.O. Box 1129, Lahore 6. IR L-16.

A large manufacturer of a wide range of consumer products seeks a joint venture with a U.S. firm to produce pharmaceuticals and/or general chemicals. **Write:** S. M. Anees Allawala, Director, Kohinoor Chemical Co. Ltd., 349/350 Tejgaon Industrial Area, Dacca. IR D-45.

A joint venture to produce seamless gelatine capsules is wanted **Write:** Lt. Col. S. M. Ajamal, General Manager, Pharmedo-Pak, 38, Chartered Bank Chambers, Wood St., Karachi 2. WTD. IR K-61.

An exporter of crushed bones interested in producing gelatine from bone seeks a U.S. joint venture partner. **Write:** Noor Mohamed Valibhoy, Partner, East Pak Bone Mills and Fertilizer Works, 680/A Jubilee Road, 2nd Floor, Chittagong. IR D-62.

Joint venture partner sought to establish a guar gum plant. **Write:** M. H. Dossa, Proprietor, Mami Dossa and Sons, Cotton Exchange, McLeod Road, Karachi. IR K-13.

A manufacturer of chip board desires a joint venture or licensing agreement with a U.S. firm to establish and equip a plant to extract gum from guar seeds. **Write:** K. K. Safri, Manager, Al-Athar Ltd., Al Yusuf Chambers, Frere Road, New Chali, Karachi. IR K-123.

A large chemical manufacturer seeks joint venture with U.S. firm to produce a line of textile chemicals. **Write:** Farouk H. Dossa, Director, Hajidossa Nutral Gum Ltd., Jubilee Insurance House, McLeod Road, P.O. Box 4012, Karachi 2. IR K-129.

A well established manufacturer of plywood and allied products seeks a U.S. joint venture partner to establish plants for producing urea formaldehyde and phenol formaldehyde resins, formaldehyde and moulding compounds and laminated sheets. **Write:** M. A. Khan, Development Manager, K. D. C. Chemicals Ltd., Ratlan St. Opposite Saeed Manzil, Karachi 1.* IR K-7 (See box, p. 9)

An importer and exporter of electrical products seeks U.S. participation in a variety of projects including the production of: industrial alcohol from molasses, fine chemicals including butonal, jute mill, and fire-bricks and tiles. **Write:** A. A. M. Wajib, E.P.C., 37 Purana Paltan, Dacca. IR D-3.

A large and well-established manufacturer seeks to produce marine paints in joint venture with a U.S. firm. **Write:** F. M. Millwala, Managing Director, The Gulf Steamship Ltd., Steel House, West Wharf Road, Karachi 2. IR K-124a.

Market profile—Pakistan

Area: 365,000 square miles (10% of U.S. area), 85% lying in West Pakistan. West wing is dry, combination of mountains and deserts; East wing is largely wet, fertile, riverine area.

Population: 120 million (1967), 54% of whom reside in East Pakistan. Urban dwellers constitute 18% of population in West Pakistan, 4% in East Pakistan. Principal cities Karachi, 2 million; Lahore, 1.3 million, and Dacca, 560,000. Rawalpindi, 350,000, is the interim capital.

Economy: Gross national product estimated at $14.2 billion in fiscal '67 (July-June). GNP growth rate 5.3%, 1965-67. Approximate distribution of GNP: agriculture, 46%; manufacturing, 10%; wholesale/retail trade, 11%; construction; 4%; transportation and communication, 6%; all other, 23%.

Commerce: Most commerce in private sector, although Government recently established a Trading Corporation. Persistent balance of payments deficit.

Imports: $1,090 million (fiscal 1967); from U.S., $320 million. Major suppliers: U.S. 29%; U.K., 13%; West Germany, 9%; Japan, 9%. Principal imports: foodgrains, edible oils, transport equipment, chemicals, general industrial equipment, electrical machinery, iron and steel, petroleum products.

Exports: $631.1 million (fiscal 1967); to U.S., $62.2 million. Major export markets: U.K., 12%; U.S., 9%; China, 7%; Hong Kong, 4%. Principal exports: raw jute and cotton, jute and cotton manufactures, rice, leather and footwear.

Trade policy: Import of 14 essential commodities permitted license free but import licenses required for other items because of foreign exchange situation. Preferential duty rates for certain imports from U.K., Ceylon and British Colonies.

Trade prospects: Volume of U.S. sales heavily dependent on U.S. AID. Most favorable prospects are for fertilizers and pesticides, iron and steel, pharmaceuticals, transportation and earthmoving equipment, irrigation and farm machinery and equipment, industrial equipment, foodgrains and edible oils.

Foreign investment: Total foreign investments estimated at $400 million; U.S. investment between $50-60 million, principally in petroleum refinery, automotive assembly, tires, chemicals, pharmaceuticals.

Investment prospects: Official policy is to attract foreign investment in technically sophisticated industries. Policy for repatriation of capital and remittance of profits generally liberal. Incentives include tax holidays, depreciation allowances.

Finance: Rupee = U.S. $0.21. Gold and foreign exchange reserves, $171 million, October 1967. Money supply approximately $2.18 billion in June 1967, compared with $2.06 billion, June 1966.

MISSION REPORT: MACHINE TOOLS

Industrialization expands rapidly in West Pakistan; lack of labor, transport slows growth in East

Rising demand for machines of simple design seen in Western part of country; import restrictions favor local production

By EDWARD W. BOUCLIN
President, Durant Tool Supply Co., Providence, R.I.

At the time of Pakistan's partition from India in 1947, industry in the country was practically non-existent. Agriculture was on a primitive basis and incapable of supporting the rapidly growing population.

Business in Pakistan now is divided into two basic classifications. The private sector is individual enterprise as we know it in the United States, except that Government approval is needed to start a business and to establish prices involving foreign exchange. Imports are strictly controlled and exports are subsidized.

The other basic classification is the public sector, which is Government ownership. While the Government reserves only the production of arms and ammunition, the production of atomic energy, and the operation of railroads, air transport, and telephone communications to itself, it is also engaged in many other fields that compete with private enterprise.

These public operations can be turned over to private industry as circumstances permit, but as a matter of practical application this has seldom happened. Of the public projects in operation, less than 1¼% were turned over to the private sector during 1965-66.

Opportunities for machine tool manufacturing operations appear to be excellent in West Pakistan, while conditions in the Eastern part of the country seem less promising, at least for the time being.

With political independence there was a demand for economic development, which necessarily had to begin with agriculture and solving the problem of feeding the people.

Complicating the food problem is the geographical separation of East and West sectors, which are over 1,000 miles apart.

For purposes of evaluating the establishment of industry, the two sections should be judged as entirely separate economic entities.

West Pakistan

With farming generally more difficult in the West, the people have turned more readily to manufacturing and industry than their counterparts in the East. Metal fabricating shops have been springing up throughout the area and the ingenuity and industriousness of the people have been a great factor in the growth of the region's industry.

The typical factory owner is proud of his accomplishments, ambitions for expansion, and impatient with his own progress which he feels is limited only by his capital requirements. Even when he has local capital, because of the lack of foreign exchange and Government regulations, he cannot import the necessary equipment he requires to handle the volume of business he feels is available in Pakistan.

With the rapid expansion of industry in West Pakistan there is a fast-building demand for machine tools in this part of the country. At the present time there are lathes, drill presses, power presses, shapers, and planers being built by one large company in Lahore. Punch presses are being built by two other smaller companies in this same region.

These machine tools are simple in design and entirely adequate for the current needs of Pakistan industry.

A large ordnance plant in Wah makes some machine tools and pumps in addition to munitions. This is a Government-owned operation, and while some years ago it was announced that its machine tool production would be transferred to private interests, this never came about.

In this complex there is a steel foundry, a brass foundry, a forging shop, and a large complete machine shop which sells its products to private industry.

MISSION MEMBERS visited the cycle assembly plant of Batala Engineering Co., Lahore, during their visit to that city. The group also held extensive discussions with numerous local businessmen.

Another public sector machine tool facility is being built in the Karachi area. It is intended to manufacture heavier equipment than is now being made in this country.

East Pakistan

The situation in the eastern part of the country is quite different. In East Pakistan, while there has been a steel mill completed within the past year, the supply of basic minerals is non-existent, transportation is inadequate and there is an acute shortage of skilled labor.

Opportunities for starting any type of machine tool operation in the foreseeable future in this sector appear very limited.

A small plant for the manufacture of machinery used in the jute industry has been completed in the Chittagong area and an interview with officials of this company brings the conclusion that raw material, transportation, and labor has been a constant and apparently never-ending problem.

A public machine tool plant is in the development stage, with a 225,000 square foot building having been completed, but no definite product line has been developed nor a firm time schedule for starting production being prepared. This project is being supervised by a French combine of five machine tool companies, and as a part of their agreement they are to train 2,500 local people to work in the plant.

Local Government officials say they expect to produce lathes of indeterminate sizes, drill presses, wood-working machinery, and hand tools. Some production may start before the end of this year, with the first phase of the plant being completed in 1971. The profitability of this plant is being questioned by officials, but it is hoped that with future expansion a break-even point can be reached.

The new steel mill in Chittagong, also public-owned, was designed to produce 150,000 tons of ingots annually with three furnaces. Currently only two furnaces are operating and a fourth is under construction which will add 50,000 tons to the mill's yearly capacity. One-half of this capacity is devoted to sheets with the other 50% to round bars. The sheets produced are of a very mild steel with a maximum size of 36″x96″. The thickness range is from 16 ga. to 31 ga. with a majority being 26 ga. and corrugated for use in the building industry.

The entire capacity of this plant is consumed in East Pakistan. The output is expensive and as a public sector industry it is blamed by some local metal fabricators for making imported steel more costly than before local production was started.

There are several rolling mills in this area, but because the local steel mill can supply only a small portion of their requirements for billets they are closed down a good part of the year.

PRINTED BOARD for cardboard cartons is made at Packages, Ltd.'s Lahore factory (World Bank photo)

Restrictions

Under present regulations, except with bonus vouchers earned by exporting, the importation of lathes in certain categories, bench grinding equipment, welding machines of smaller sizes, small drill presses and shapers have been prohibited.

In order to sell these products in Pakistan it is necessary to manufacture them locally. Import licenses may be obtained by both commercial importers and industrial users for other classifications of machine tools subject to availability of the required foreign exchange.

The distribution of foreign machine tools in Pakistan is usually handled by brokers and import houses. Some nationally-known American firms are represented by manufacturers' agents, but few of them provide adequate servicing equipment or spare parts when maintenance or repairs are required. This is an important factor and a solution should be worked out as distribution plans are developed.

Lack of this type of service will do a great deal to limit sales when and if import restrictions are lifted.

Production of machine tools should play a larger part in the Pakistan economy in the next five year plan. When steel is readily available at more moderate prices the demand for machine tools in fabricating this steel will grow rapidly.

Unless production of machine tools is expanded on a local basis the economic development of Pakistan will be hindered and they will have no alternative but to obtain a greater quantity of machine tools from other countries.

Foreign exchange problems will probably continue for a number of years, making it necessary to continue import restrictions, thus favoring local production. Joint ventures under these conditions with selected Pakistan companies could prove most profitable.

Another phase of the machine tool business that is worthy of consideration is the production of metal cutting tools such as drills, reamers, counterbores, and mills, and milling cutters. As a machine tool industry develops the use of such tools will also increase.

The present production of cutting tools is extremely limited with nowhere near the quantity required for local use being produced. While high speed steels would have to be imported at present for the production of cutting tools, this is a comparatively low proportion of the cost of

the completed product. With the use of proper equipment it should be possible to develop a substantial export market due to lower labor costs.

In planning an enterprise of any type involving foreign exchange in Pakistan it is necessary to obtain prior approval from the Department of Investment Promotion. In order to accelerate the process of industrial development, broad fields of industrial priorities have been set up and machine tools is one of these fields.

Normally from six to twelve weeks are required for a decision to be reached from the time an application is received. The employment of foreign nationals is also subject to approval and while it is the Government's intention that as many local people as possible be employed, they recognize that foreign technicians are necessary for the establishment of successful businesses in this field.

There are certain tax concessions that the Pakistan Government has extended to foreign investors such as tax holidays, adequate depreciation allowances, and repatriation of current profits as well as original investment that are important considerations in evaluating an investment in the machine tool industry in Pakistan.

It is not the purpose of this report to go into all the tax advantages of a Pakistan investment but it is suggested that a comprehensive study be made on this subject, including investment guarantees between the United States and Pakistan, before making a definite commitment to a joint venture in this country,

Despite stringent Government controls on industry, American firms interested in setting up joint ventures will find Pakistan industrialists receptive to propositions that will prove mutually profitable and the present investment climate and inducements are generally favorable.

The long term future of all of Pakistan is extremely bright, but for the immediate future in the machine tool and metal working fields conditions in the Western part of the country would present fewer challenges and offer greater chance of success in a shorter time than East Pakistan.

the author

Edward W. Bouclin, president of the Durant Tool Supply Co., Providence, R.I., has specialized in the marketing of machine tools as related to the metal stamping industry for more than 25 years. He has been with the company since 1942, and president since 1963. He is also a director of American Roll Feeds, Inc.

AUTHOR BOUCLIN inspects production at Karimi Industries, Ltd., steel re-rolling mill at Nowshera.

SPECIFIC LEADS: MACHINERY

Machine tool firms want U.S. partners

Eight Pakistan firms indicate concrete interest in ventures

U.S. metal working and machine tool firms could profit from some of the investment opportunities in Pakistan listed below.

A well-established manufacturer of cutting tools produced from imported steel seeks a joint venture with a U.S. manufacturer in order to double its current production. **Write:** Mr. M. A. Lakho, Administrative Director, Noor Industries, 7 Morriswala Building, Bunder Road, Karachi* (See box on p. 9). WTD K-70

An importer of foreign automobiles seeks to expand his operation through a joint venture in establishing a plant to rebuild automobile engines. The U.S. partner is asked to contribute the machinery. **Write:** Mr. Ghulam Mohd Awan, Managing Director, M. Ghulam Sarwar & Bros., 12 Saddar Road, Peshawar. IR P-1

A manufacturer of engines, generators, tillers and tractors seeks a joint venture with U.S. producer of spiral flexible tubing (up to 3″) to be used as suction tubes on irrigation systems with low lift pumps. **Write:** Mr. Muhammed Zakaria, Managing Director, The Machinery Company Ltd., 105-106 Mutijheel c/a Dacca. IR D-74

A large steel wire producer is interested in a joint venture to establish a mill for the production of wire rod. Potential domestic sales are estimated at $3 million annually. **Write:** Mr. Mirza Aboo Mansur, Mirzaboo Wire Mfg. and Industries Ltd., 239 Industrial Area, Chittagong. IR D-60

A metal processing firm seeks collaborative arrangements with a U.S. firm for the manufacture of copper, brass and aluminum rods and extruded pipes. The U.S. partner is asked to contribute capital and technology. **Write:** F.K. Chowdhury, Fazal Wire & Metal Industries, 41/1 H.C. Roy Road, Dacca. IR D-10

A steel fabricator seeks a partner to supply machinery and technology in a joint venture to manufacture steel shelving, doors and windows for the construction industry. **Write:** Mr. Mohammad Adeel, Managing Director, Adeel and Co. Ltd., Khyber Bazar, Peshawar. IR P-3

A manufacturer of carbon steel razor blades wants a joint venture with a U.S. firm for the production of stainless steel razor blades. The U.S. partner is asked to contribute equipment and technical knowledge. **Write:** Mr. Inam Ellahi Shaika, Managing Director, Pakistan Blade Industries, S.I.T. Estates, Hyderabad. IR K-40

A machine shop operator is interested in expanding his facilities to better service jute mill machinery through a joint venture with a U.S. firm. **Write:** R. Ahmed & Sons Ltd., Pak-Bay Building, Narayanganj, Dacca. IR D-76

MISSION REPORT: ENGINEERING

Pakistan's development plans will create need for consulting, management, contractor services

Current five-year program oriented toward agriculture, fourth to be for industry; both offer opportunities

By CLARENCE R. JONES
President, Jones & Fellers, Augusta, Ga.

The world market for engineering services is several times larger than our domestic market and is continuing to expand rapidly in order to provide for the systematic and rapid growth of the developing nations.

Projects of all kinds are being provided for the health, education and welfare of peoples throughout the world. American engineers should, and do, find this work challenging and rewarding.

Competition is keen, as engineers throughout the world are involved in this development. U.S. engineers are now providing services on an array of projects—in most cases, resulting in a manyfold increase of commerce.

For the U.S. engineer there is opportunity in Pakistan, as already proved by those presently providing services in consultation, management, engineering, and construction. Technical and professional personnel are available at reasonable salaries and there is no barrier of language or technology in communiction. The people are intelligent, friendly, enthusiastic and ambitious, and little adjustment should be experienced by a new traveler to the area.

On the opposite side of the coin, it does cost money to develop work and it costs considerably more in a new area, particularly one so far from home. Also, the engineer should be particularly alert to the shortage of dollar buying power. Much work, however, is undertaken with AID or World Bank financing. For work in the private sector, association on a joint venture basis with a reputable Pakistani firm is usually desirable, but caution is necessary in selecting a competent associate.

MEMBERS TOURED PLANTS to get better idea of need for consulting, management and contractor services. Here, members Jones (l.) and Gerberg (r.) view insecticides made at the Saigol industrial complex.

Third five-year plan

Pakistan is in the middle of its third Five Year Plan of organized development. For the most part, and on the average, growth has matched or exceeded that planned. This growth, which has been quite rapid, has been due largely to the initiative and will of the public and private officials and leaders coupled with the aid and technology provided by friendly and understanding countries, among them chiefly the United States. The Third Five Year Plan recently was reoriented from industrial to agricultural development. A goal has been set to provide enough food, properly processed and distributed, to adequately feed all of the people by the year 1970.

The plan, at this time, is for the fourth Five Year Program to concentrate on development of industry and commerce to process foods and other commodities for export, to build up foreign exchange credit, to continue development of heavy industry, to begin improving the living conditions of the majority of people, and to provide more public services to more people.

The third and fourth Five Year Plans will require the services of many foreign engineers, architects, planners, consultants, and contractors. Many are now involved and a number of U.S. engineering firms are performing excellent services on projects of all types.

Channeling of the water resources in West Pakistan—by means of dams and link canals to divert water flow in the major river systems for power development, flood control and irrigation—is of tremendous consequence and magnitude. This one project, for a good part financed by U.S. funds thru AID and the World Bank, will cost over a billion dollars and will have taken almost 20 years in its development.

Many tube wells are now planned in West Pakistan to reduce the water table and provide irrigation on farmlands, thus

further assisting in reclamation. Irrigation works also are being planned for East Pakistan so that larger crops can be grown during the more favorable winter season.

During the Third Plan period engineering is required in the agricultural sector to develop fertilizer manufacturing and handling facilities, to manufacture machines and implements for cultivation and harvesting, to provide transport and storage of crops for domestic use and export, and to provide processing and industrial plants for crop conversion.

To service this agricultural industry, continued development of crop water distribution, drainage and flood control, adequate roads, railroads, canals, power, housing, communications, public health services, and educational facilities are required. Many industries and plants now in service must be modernized and expanded to accommodate this growth, and other industries must continue to develop, for an orderly transition to the fourth Five Year Plan.

Welcomed by leaders

Top Government officials, business leaders and their assistants are well educated—many in the United States and Britain—and are dedicated to the rapid expansion and development of Pakistan. Additional technical aid and management skills are badly needed within the country and will be welcomed by the nation's leaders.

A U.S. firm offering services should provide management and technical personnel who have the temperament and character to live and enjoy work outside of the United States. Any firm considering such service should spend time in the country to thoroughly evaluate all factors involved in its activities. Much assistance can be obtained from the Department of Commerce, its Field Offices, the U.S. Embassy in Rawalpindi, and posts in Karachi, Lahore, Peshawar, and Dacca. It is of vital interest to the U.S. Government that we provide engineering services abroad. By so doing we establish and maintain communication with Government and business leaders, we provide for the export and sale of U.S. goods, and we offer a service to the people of the developing countries.

Opportunity, challenge and profit await the qualified, well financed and interested engineer who provides services in Pakistan and elsewhere throughout the developing world.

the author

Clarence Jones is president of Jones & Fellers Engineers, Augusta, Ga. He serves as chairman of the Council on International Engineering of the Professional Engineers in Private Practice, and is a member of the board of the Society of American Registered Architects.

Jones has a masters degree in engineering from Clemson University.

Several consultant firms want U.S. help

Pakistan companies are eager for experienced U.S. partners

U.S. engineering and consulting firms may wish to consider joint ventures with Pakistan companies. The opportunities listed below are indicative of the great interest by Pakistan engineering and related firms in locating experienced U.S. partners.

A firm of consulting engineers seeks a joint venture with a U.S. engineering company to work on projects in the agricultural field. **Write:** Dr. Naseem Ahmed Allawala, Atlas Institute, 5th St., Mohammadi House, McLeod Road, Karachi, 2. IR K-10.

A firm of industrial consultants seeks a joint venture with a U.S. concern specializing in this field. **Write**: S. A. Zahiry, Industrial Plants Ltd., 58-1 A Purana Paltan, Dacca. IR D-50.

A civil engineering firm seeks a joint venture with a U.S. engineering company to design and supervise the construction of water treatment plants, bridges, highways and industrial facilities in Pakistan. **Write**: Zia Mohiuddin, Federal Construction Corp., Ltd., 65/84 The Mall, Lahore. IR L-27.

An experienced Pakistani consulting engineer seeks a representation or joint venture agreement with a U.S. engineering company. The Karachi engineer has held responsible positions with the Pakistani Government and worked on several major projects. **Write**: Syed Mahmood Alam, 18-H, Block 6, P.E.C.H. Society, Karachi. IR K-3.

A Dacca firm of management consultants seeks a joint venture with a U.S. consulting firm specializing in the agricultural field **Write**: Abul Hossain, Purbasha Consultants, 21, Motijheel C/A, Dacca. IR D-85.

An accounting concern with about 110 employees seeks association with a U.S. firm of certified public accountants. The Karachi company is interested in developing credit and financial information on Pakistani companies seeking ventures with U.S. firms. **Write:** Mir Arshad Qayyum, M. Hussain Chaudhury and Co., 10 Karachi Chambers, Karachi. IR K-73.

A joint venture to produce and erect low cost prefabricated housing is sought by a Lahore contractor. **Write**: Munawar Ahmed, M. Jaffar & Brothers, 6/25 Patiala Grounds, McLeod Road, Lahore. IR L-39.

A civil engineering firm established in 1942 seeks a joint venture or other arrangement with an American contracting firm experienced in municipal water, sewer, gas, disposal plants, and who can furnish consulting and design engineering services. **Write**: Ijaz Ahmad, Director, Hilal Construction Co., 170 Mayo Road, Lahore. IR L-4.

A Rawalpindi engineer seeks joint ventures with U.S. firms in the architectural, marble processing, concrete and poultry fields. **Write:** S. M. J. Shirazi, Lucky Architects, Engineers and Surveyors M/1010/BB Murree Road and Khanna Road, Naz Cinema Square, Rawalpindi, Pakistan. IR P-21.

PAKISTAN'S GROWING INDUSTRIES will require increasing amounts of heavy machinery and engineering services. Above, a Pakistani worker operates pressure machine at Karachi ceramics plant.

BUSINESS DISCUSSION proceeds between mission member William S. Krason (author of this article), and Mohammed Khan, director of the Associated Industries plant the group visited at Nowshera.

MISSION REPORT: AGRIBUSINESS

Expansion of farm output offers mutual benefits for Pakistan, U.S.

Capital and technology are needed as progress accelerates toward goal of self-sufficiency in food grains by 1970

By WILLIAM S. KRASON
Commercial Attache
U.S. Embassy Office, Karachi

"Self-sufficiency in food is the need of the hour. Increased agricultural production will not only bring greater prosperity to farmers, but will also increase the country's overall strength. The Government will do everything possible to increase agricultural production. The farmers should utilize existing facilities to the maximum."
—President Ayub Khan of Pakistan

The challenge the U.S. Government has issued to American businessmen to become more involved in the worldwide "war on hunger" promises mutual benefits for both the United States and Pakistan.

Pakistan is pressing hard on all fronts to attain the goal of self-sufficiency in food grains by 1970. Progress toward the achievement of this objective, which has the complete support of President Ayub Khan, has been short of phenomenal.

Although progress has been in the right direction and at an accelerating tempo, Pakistan continues to require high inputs of foreign capital and technology to sustain the forward momentum of the "agricultural revolution."

Aided by timely rains and the increased application of essential fertilizers, the outlook for substantial harvests in 1968, particularly in West Pakistan, is promising

Despite severe foreign exchange shortages, Pakistan has had to finance purchases of food grains from abroad as a result of poor yields attributable to drought conditions prevailing during the last two years. This was imperative to help feed a population growing at the rate of more than 3% annually.

Direction changed

As a consequence of the food shortage, the direction of the Third Five-Year Plan (1965-70) was changed about 18 months ago with an all-out emphasis on "beefing up" those sectors of the economy capable of contributing directly or indirectly to augmenting food output.

Because of the food problem, Pakistan has had to modify its investment policies and programs. Existence of a continuing disequilibrium between the investment and import policies brought about by foreign exchange shortages has resulted in a major policy change in February 1967 which among other things provides that primarily those industrial projects would be sanctioned which are based on local raw materials.

A variety of industries established since the birth of the nation in 1947 have not been sustainable from Pakistan's own resources and consequently commodity aid loans have been made available, principally by the Aid-to-Pakistan consortium countries, to finance essential imported raw materials and components. Ad hoc licenses for imported raw materials also may be granted provided the joint venture projects in question can guarantee a substantial volume of exports on a continuing basis and/or they contribute to the country's defense potential.

Opportunities in agribusiness

Even though the scope for private foreign investment opportunities has narrowed, exceptions in the following agribusiness fields requiring imports have been authorized subject to the availability of foreign exchange, if Pakistan is to solve its food problem:

Seed multiplication; fertilizers; dairies and milk products; pesticides; tractors

the author

William S. Krason, Commercial Attache at the U.S. Embassy Office in Karachi, was educated at Columbia University and the Vienna Hochschule fuer Welthandel, where he received his Ph.D. in 1954. With more than 20 years in the Foreign Service, he has served at posts in Dakar, Reykjavik, Vienna, Tehran, Stuttgart, Duesseldorf, and Frankfurt, and has been in Pakistan since 1964.

and farm equipment; fruit and vegetable canning and preservation; processed cereals; poultry farming; animal feed mixing; fisheries; hides, skins, and leather tannery; and utilization of agricultural wastes.

Pakistan is currently deficient in all of these 12 areas and the major thrust of Pakistan's efforts is geared to produce more of the inputs required to guarantee the attainment of self-sufficiency in all phases of agricultural production at the earliest possible time. This goal is given top-priority consideration.

In other areas

General near-term investment opportunities on a joint-venture basis with Pakistanis also are possible in the following:

► Farm machinery and equipment: The increasing use of tractors is creating a need for combines, planters, cultivators, sprayers, and other implements.

► Seed: Seed production and multiplication is now in Government hands but expanded use of other modern inputs will rapidly increase demands for a variety of seeds.

► Fruit preservation: Processing of fresh fruits and vegetables may offer attractive investment or sales opportunities for packing and cold storage plants, and for refrigerated transport.

► Consumer goods: Limited domestic purchasing power and rudimentary channels of distribution foreclose many conventional manufacturing investments of food canning, drying, freezing and other techniques. The growing recognition of the need for increased availability of high protein foods and food supplements for nursing mothers and infants, however, may eventually provide investment opportunities in both East and West Pakistan.

Response encouraging

The response from abroad to help Pakistan wage the "war on hunger" has been encouraging. Three U.S. firms, aside from one that is completing construction of a 170,000 ton-a-year urea plant about 500 miles north of Karachi, have been considering since early 1967 the erection of additional urea fertilizer facilities based on local gas on a joint venture basis. Valued at about $250 million, these three plants, when they go forward, will have an annual capacity together of more than a million tons of urea fertilizer.

Insecticides, herbicides and fungicides also have attracted American investor interest with five U.S. firms currently considering joint venture arrangements. Limited local availability of raw materials, restrictions posed by economies of scale, and the Pakistan Government's present role as sole importer and distributor of such commodities have acted as a restraining force.

Deficiency areas, which depend on the supply of processed foods to domestic consumers are, however, restricted by internal demand and limited channels of distribution, although progress in these sectors are likely to follow general economic growth patterns. Forecasts predict a 6 to 7½% GNP growth in 1968 based primarily on the promising agricultural developments.

The coastal areas yield shellfish such as shrimp and lobster, and a "pay as you earn" arrangement—that is, supply of boats, fishing gear, etc. against purchases of such fish products currently in large demand in the United States should be feasible.

Pakistan is encouraged to obtain as much "mileage" as it possibly can from any available loan or credit and from its own resources. U.S. firms may find profitable markets in Pakistan for second-hand reconditioned machinery. Before shipments of such machinery are sanctioned, they must be certified by American consultants approved by the Pakistan Government and by U.S. sellers that the equipment is satisfactory and useful, and that spare parts can be made available.

President Ayub Khan dedicated on Thanksgiving Day 1967 the $900 million Mangla Dam (north of Lahore), which was completed one year in advance of schedule by U.S. engineers and contractors. Commencement of construction of the $900 million Tarbela Dam (north of Rawalpindi) this spring symbolizes further Pakistan's determination to achieve self-sufficiency in agriculture. Prospects for the supply of a substantial amount of U.S. equipment over the next five years are bright.

Import policy restrictive

The current import situation in Pakistan is restrictive because of continuing severe foreign exchange shortages. The U.S. Government under its AID program has made available in the current fiscal year $140 million for commodity imports

Government representation

The Pakistan Government maintains an Embassy at 2315 Massachusetts Ave. NW., Washington, D.C., 20008, and Consulates General at 12 East 65th St., New York, N. Y., 10021 and 2606 Pacific Ave., San Francisco, Calif. 94115.

Also in the United States, the Pakistan Investment Center is located at 635 Madison Ave., New York, N.Y. 10022.

The U.S. Government maintains an Embassy in Rawalpindi, an Office in Karachi, Consulates General in Lahore and Dacca, and a Consulate in Peshawar.

PLANT EXPANSION for this pottery factory of Dadhaboy Ceramics at Karachi was assisted by a development loan from the International Bank for Reconstruction and Development. (World Bank photo.)

and over $150 million for purchases of PL-480 surpluses.

Aside from the many business possibilities under the U.S. economic assistance programs, prospects for direct sales of equipment falling within the agribusiness and other related industrial fields, including turn-key operations, would be improved provided U.S. firms can make supplier credits available. Since Government approval is required in advance, U.S. manufacturers and exporters able to arrange such credits or loans through American banking and other institutions can look forward to profitable business with onward possibilities for sales of spare parts in the future from Pakistan's own resources.

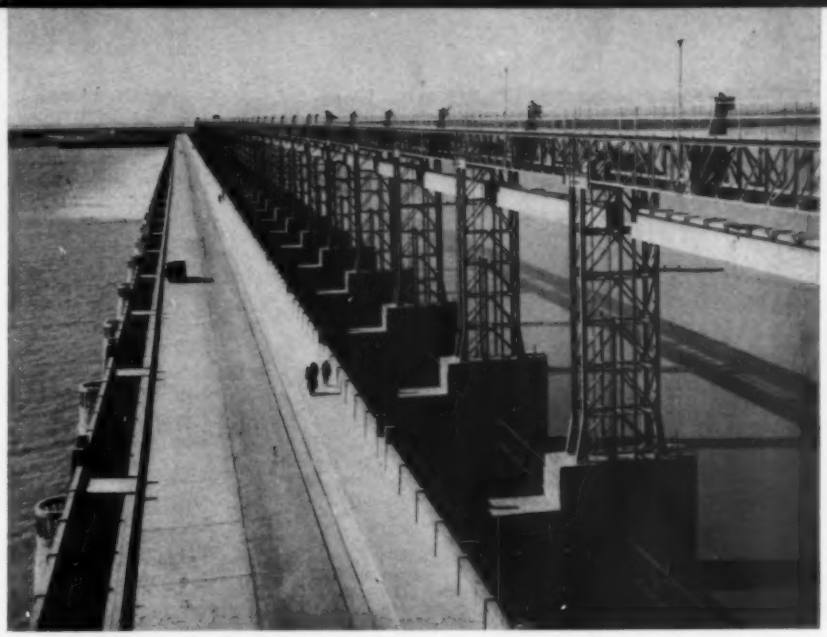
Repeatedly, during our 5,000 mile tour of Pakistan, we were told that foreign competitor nations are aggressively and successfully pursuing business by seeking out export prospects and projects of all varieties and finding ways and means of financing them on a commercial basis. Short-term high interest credits, however, are not likely to be guaranteed by local commercial banks since the Government of Pakistan seeks to avoid transactions that will unnecessarily burden its debts servicing and repayment flexibility and capability.

Several sources of financial assistance are available to joint venture projects involving U.S. companies. Participation of a U.S. firm in a Pakistan project makes it eligible for what is known as a Cooley loan—local currency credits maturing in 10 years bearing about 7% interest per annum. Thus, rupees generated through the sale of PL-480 surplus commodities are further used to assist in Pakistan's long-term development.

At present there are 26 such loans totaling 690 million rupees which have helped finance 20 joint Pakistan-U.S. private ventures. Cooley funds will also figure prominently in meeting the local currency requirements of the proposed American/Pakistani fertilizer and pesticide plants.

Various arrangements and institutions are also available for providing assistance in meeting foreign exchange costs: Pakistan Industrial Credit and Development Corporation, Industrial Development Bank of Pakistan, and the International Finance Corporation. Thus, promoters of private joint venture projects, contributing equity capital in their respective currencies, have several institutions as well as the general public to draw upon for project costs.

To meet Pakistan's future development targets both in industry and agriculture, substantial inputs of foreign private capital may be required. In the past, development in Pakistan has been largely possible through public foreign economic assistance and loans. Private investment capital flows into those areas where profits are high and the risks minimal.



WATER FOR IRRIGATION in the arid Western portion of Pakistan is provided by the Tounsa dam above.

In its early stages, the United States was assisted in its development by European capital. American private capital is being employed to advance the development objectives of many capital-short countries throughout the world. Because the availability of capital is limited, all developing countries such as Pakistan must compete to obtain their requirements.

As it is the policy to encourage increasing flows of foreign private capital, it may be advisable for the Government of Pakistan to consider engaging a neutral commission of experts versed in international investment activities to make a study in depth with a view of devising investment policies and programs that would guarantee inputs of such private capital.

Emphasis in such a study would concentrate on an evaluation of the investment climate and the industrial, financial and import policies of Pakistan as compared to the situation in those developing countries which have been successful in attracting substantial amounts of private capital from abroad.

Government implementation of recommendations advanced by such a study would provide the necessary conditions for attracting and encouraging private capital inflows and would also dispel any doubts in minds of foreign private investors as to the prospects for investment in Pakistan. Increased flows of foreign private capital would assist Pakistan to accelerate its pace of economic development and simultaneously help to solve the "war on hunger."

Pakistan establishes board to promote tobacco industry

The Government of Pakistan has established a Tobacco Board to promote the cultivation, manufacture, and export of tobacco and tobacco products.

The Board will consist of 11 members drawn from government and industry. It will be a corporate body with the power to own property, levy taxes on locally-produced tobacco, fix prices, and maintain quality control. It will also have a voice in establishing export quotas which may be assigned to individual growers and manufacturers.

In addition to its revenue raising and regulatory functions, the government has charged the Board with responsibility for expanding tobacco cultivation, collecting statistics, and undertaking research and training connected with the industry.

A precedent for this action may be observed in the government's Jute Board, in existence for several years and long active in marketing one of Pakistan's major exports.

At the present time, in contrast to jute and jute products, tobacco is not a significant foreign exchange earner. Although Pakistan exports a modest amount of tobacco, the country is not yet self-sufficient and in fact imports some varieties, particularly American types, under PL 480.

'E' AWARD WAS PRESENTED by Congresswoman Leonor K. Sullivan (c.), and accepting for Storz Instrument Co. was Eric A. Storz (l.), pres., and Mrs. Kathryn Storz (r.), honorary chairman.

St. Louis surgical instrument maker awarded Presidential 'E'

Storz Instrument Co. uses market research and trade show participation, designs to specifications to increase exports

Storz Instrument Co. of St. Louis has received the President's "E" award for increasing export sales of its surgical instruments. Approximately 15% of total company sales are exports.

The company has conducted market research, participated in international medical conventions, trade shows and exhibits, and designed and manufactured instruments to individual specifications.

Although Storz makes a variety of surgical instruments, the best known are those used in the field of eye surgery.

Storz officials visit international medical meetings to demonstrate company instruments and distribute bilingual literature. Among the meetings they have attended in recent years are: Pan American Congress of Ophthalmology in Rio de Janeiro, Canadian Ophthalmological Society in Vancouver, International Congress of Gastroenterology in Tokyo and Congress of Neurological Surgeons in San Juan. Eric Storz, company president, was one of the first sponsors of the Pan American Association of Ophthalmology in 1948, and for many years was a member of its liaison committee.

Storz maintains showrooms in New York City and San Francisco for the convenience of surgeons visiting from other countries. Its surgical instruments are now sold in more than 50 countries. Storz has exclusive distributorships in only two European countries. Generally the company distributes directly to doctors and hospitals. In selling to foreign governments, however, Storz has been more successful working through dealers.

Storz conducts a program of market research and follows up the trade leads furnished by commercial officers at U.S. embassies abroad.

Storz makes instruments to meet specifications furnished by individual doctors. The company has found a tendency in the past 20 or 25 years for buyers to turn from European and British manufacturers toward American ones. The development of economic, speedy worldwide air deliveries has enabled Storz to give improved service to foreign customers.

The "E" ceremony was held at the company plant in St. Louis. Congresswoman Leonor K. Sullivan presented the certificate and flag to president Eric Storz on behalf of Secretary of Commerce C. R. Smith.

Miss. Valley traders to meet April 28-30

Mississippi Valley world traders will gather in New Orleans April 28-30 for their 23rd annual conference. Scheduled for the Roosevelt Hotel, the Conference is co-sponsored by the Mississippi Valley World Trade Council, the U.S. Department of Commerce, and the Louisiana-Mississippi Regional Export Expansion Council, among other organizations.

A panel discussion on "Conditions Abroad for Expanding Trade" will include as panelists Charles F. Boehm, director of the Commerce Department's Office of Field Services, and Laton M. Henderson of Dean Witter & Co., Chicago, who will discuss trading in Eastern Europe and Pakistan.

Among the featured speakers will be Fred C. Foy, chairman of the board of Koppers Co., Inc., and past chairman of the National Export Expansion Council.

For further information, **contact:** J. Norcom Jackson, Jr., Mississippi Valley World Trade Council, International Trade Mart, New Orleans, La. 70130.

Pakistan oil strikes trigger wider search; foreign firms may be allowed to take part

Two recent oil strikes by the government's Oil and Gas Development Corp. of Pakistan (OGDC) in the vicinity of Rawalpindi, West Pakistan, have encouraged further efforts in exploring for natural resources.

A strike at Kot Sarang, 70 miles southwest of Rawalpindi came at 13,219 feet. The flow is estimated at 500 to 1,000 barrels a day. The second strike at Tut, 75 miles west of Rawalpindi, was made at 14,645 feet and the flow measures 1,400 barrels per day. The sources of the strikes are approximately 20 miles from Dhulian, an oil field operated by Attock Oil, a British firm, for the past 50 years.

Although Pakistan has tapped considerable reserves of natural gas during recent years, efforts to discover petroleum in the area have been unsuccessful. While announcing this encouraging development, Government spokesmen pointed out that the task of continued exploration may be more than OGDC can handle alone, and that foreign companies may be permitted to participate.

Earlier indications of interest had been received from Germany, Italy, and Romania.

Florida traders hear 'realism' appeals pro-and-con on quotas

Quota opponent sees 100% free policy needed though some may lose jobs; advocate says competition forces protection

JACKSONVILLE—Take a coldly realistic view of import quota proposals, Florida's world traders were urged at their annual conference—by speakers representing both sides of this controversial issue.

Realism for Oscar R. Strackbein means that quota protection is needed now for many U.S. industries "exposed to a competitive onslaught from abroad for which they are not and cannot be prepared."

Realism for Dr. Howard S. Piquet means that quotas or any other barriers to the free flow of trade across U.S. borders delays the day when the various national economies around the world can adjust to each other. Though this adjustment may force some U.S. workers out of one occupation into another, it has to be faced in the interest of a truly balanced and expanding world economy, he believes.

These views were presented at the 7th Florida World Trade Conference here April 3-5. Strackbein is chairman of the Nationwide Committee on Import-Export Policy. Dr. Piquet is senior specialist in international economics of the Legislative Reference Service, Library of Congress.

Dr. Piquet contended that "if countries could resist the temptation to interfere with the international movement of goods and capital and refrain from using subsidies to interfere with internal economic adjustments, there would be continuing equilibrium among them." But, he added, nations have learned "after a fashion" how to use domestic monetary and fiscal policies to stimulate economies. So with currencies pegged at fixed ratios relative to each other, and many obstacles barring free trade and capital movement, it is hard to keep international accounts in line, and there are persistent demands for easy access to increased monetary reserves.

Dr. Piquet argued that it is important that the U.S. take the lead in adopting a completely free trade policy, and then described what he believed would result:

"If the United States were to abandon all tariffs and import quotas, imports would increase by somewhere between 10 and 24% which, relative to 1965 imports, would be an increase of between $2.3 billion and $5.2 billion. An increase in imports of this magnitude might necessitate adjustments from one occupation to another of between 0.3 and 0.6% of the country's total civilian work force—which is probably less than the percentage normally affected by technological changes in production.

"If goods and capital were free to move between countries economies would adjust to each other and, in accordance with the Principle of Comparative Advantage, the adjustment would lead not only to self-sustaining equilibrium in the international accounts, but also to the maximizing of production and consumption."

Strackbein pictured a rise in productivity around the world that, with lower wage levels abroad, is creating a competition gap affecting many U.S. industries.

"Much of our urban distress," he said, "has been caused by the displacement of workers by machines and technological advancement, including our agriculture. Import competition is an important and growing source of pressure to become more productive."

Strackbein maintained that the quota approach that would set aside a share of domestic markets for imports would permit growth of imports along with U.S. market expansion and represents a "liberal approach compared with rigid quotas such as are in effect in many other countries, and should attract support from all who are interested in liberalized trade."

A strong appeal for continuing liberal U.S. trade policies was made at the major convention dinner by Italy's Ambassador Egidio Ortona, who also paid tribute to U.S. generosity to Italy and the rest of Europe after World War II.

An agribusiness emphasis was evident at the meeting. Delegates heard how Florida's fertilizers and beef cattle could be exported to assist the world's devloping nations. Promotion of Florida citrus in European markets was also described.

Robert L. Hirshberg, director of the Office of Commercial and Financial Policy in Commerce Department's Bureau of International Commerce, announced that "a new coordinating unit for agribusiness matters has been established in my office. This group will be alert for agribusiness possibilities growing out of the area and country analysis work conducted by the Department of Commerce in Washington, and out of the overseas promotional and reporting activities by U.S. missions abroad."

HONORED BY FLORIDA'S WORLD TRADERS was Mrs. Honor Wilson, international trade specialist of Commerce Department's Jacksonville Field Office, retiring after 35 years. Some of the Florida exports she has helped send out of the Jacksonville port seen in model in background: machinery, fertilizer, kraft paper, pulp, recreational boats, shrimp trawlers, baby chicks. (Photo courtesy Florida Times-Union)

Pakistanis seek U.S. ties

U.S. Mission brings back many investment and licensing opportunities for U.S. firms

The recent Trade and Investment Mission to Pakistan brought back about 150 joint venture and licensing opportunities covering a wide range of industries.

A number of the proposals appear directly after articles written by individual Mission members detailing opportunities for U.S. investors in specific industries (see pp. 2-23 of this issue). The remaining proposals are published below and grouped wherever possible under major commodity headings.

Companies interested in following up one or more of the proposals are requested to show the Interview Report (IR) number on any correspondence with the Pakistani firm or with the Bureau of International Commerce. This identifying IR number is listed immediately after the address of the Pakistani company.

A (*) following the name of the Pakistani firm indicates that additional information is available from the Office of International Investment, Department of Commerce (BIC-878), Washington, D.C. 20230.

Mining and petroleum

A marble mining and processing firm established in 1964 seeks a U.S. partner to modernize its present operations to supply local and export markets.

Write: M. Yousaf Mohmand, Managing Director, Pak Marble Industries Ltd., Warsak Road, Peshawar. IR P-8

A small trading company wishes to contact an American firm capable of performing a feasibility study on hydraulic mining of gold from river gravel and establishing a joint venture to exploit the mineral deposit.

Write: Kamran Kahn, Partner, Swat Traders, Mingora. IR P-18

A seafood exporter seeks a U.S. partner to develop a quartz mine reportedly having high grade product with few impurities.

Write: Group Captain M. M. A. Cheeman, Proprietor, Associated Fisheries Corp., Nadir House-3rd Floor, McLeod Road, P.O. Box 5180, Karachi 2. IR K-107

A firm with access to 65% chromite ore seeks a joint venture with a U.S. firm to establish mining and processing operations in West Pakistan.

Write: A. R. Mirza, Partner, Simpex Corp., 71, Dilkusha Chambers, Marston Road, Karachi. IR K-60

A mining company established in 1962 is interested in a joint venture with an American firm to increase production of barite mine and processing plant from present 10 tons per day to 50 tons per day. Firm should have contacts with oil companies who would buy additional production.

Write: Abdul Hussain, Proprietor, Crown Mining Corp., 3002 Alfred St., Garden West, Karachi. IR K-55

A building materials and metal fabricating firm established in 1960 seeks a collaborative agreement with a U.S. firm to construct a 200 mile pipeline for petroleum products.

Write: Julian J. E. Kaikobad, Sr. Partner, NIES Corp., 1 Beaumont Road, Karachi 4. IR K-85.

Cement and clay products

A group of investors are interested in a joint venture to establish an integrated pottery facility estimated to cost from $6,000,000 to $10,000,000. U.S. investors would be expected to supply technical know-how and some equipment.

Write: Kabir A. Sheikh, Capt. Kabir Sheikh and Associates, 15/H Gulberg, Lahore, Pakistan. IR L-35

A large brick refractory products firm seeks to produce coarse aggregate from local clay through a joint venture. The proposed plant, estimated to cost $1,500,000, should produce 450 tons of aggregate per day.

The U.S. firm would be expected to supply technical know-how and 20% equity in cash or equipment.

Write: R. M. H. Hirji, Mgr. Dir., Dacca Brick & Tile Factory, 34 Purana Paltan—Ramna, Dacca 2. IR D-53.

A producer of reinforced concrete pipe, established in 1956, seeks a joint venture with a U.S. firm to expand existing plant facilities to manufacture pipe according to U.S. standards.

Write: Premier Engineering Works, Kohat Road, Peshawar Cantonment. IR P-7

A large refractory firm established in 1951 wants a joint venture with an American firm qualified to install a brick refractory plant with a capacity of 24,000 tons per year. Firm prepared to give 40% interest in new venture expected to have sales potential of $2,500,000 per year with a minimum profit of 30%.

Write: R. M. H. Hirji, Mrg. Director, Dacca Refractories, 34 Purana Paltan—Ramna, Dacca 2. IR D-54

Brick plant

A Pakistani firm has purchased German equipment for an automatic brick plant with a capacity of 40,000 bricks per 8 hour operation. Company will contribute equipment and land for a joint venture with a U.S. firm that would supply technical know-how and personnel to establish brick industry.

Write: Hoosein Alimohamed, Managing Director, Janmohamed Hoosein (Pakistan) Ltd., 295 Kattonganj, Chittagong. IR D-72 b

Hotel-motel

A newly established firm seeks an American partner to develop a small motel and recreational facility at Clifton Sea Beach near Karachi.

Write: Yusaf A. Ismail, Chairman, Pakistan Swimming Pool and Boat Club, International Studio Bldg., Bunder Rd., Karachi. IR K-113.

Services

A processor of 16 and 35 mm film seeks to expand operations through a joint venture. The Lahore company reportedly develops about a million feet of film per year.

Write: Zahur M. Barlas, Partner, Barlexe Radios, Lakshmi Mansions, Hall Road, Lahore. IR L-23. WTD.

A newly organized concern seeks a joint venture to establish a studio to produce motion pictures.

Write: N. H. Farugi, Managing Director, Zaheer Industrial Corp. Ltd., 95 Jamshed Rd., New Town, Karachi. IR K-92

Tannery and leather

Established in 1930, this firm seeks a joint venture with a U.S. company to expand its existing tannery and sales organization to include finishing hides and manufacture of shoes and other leather products. Requires know-how and capital.

Write: Mr. Gulzar Firoz, Dir., Wise Ltd., 117 Laxmidiss St., Karachi. IR K-125

Manufacturer of leather shoes desires joint venture with U.S. manufacturer to expand operations. Technical know-how and machinery required.

Write: Mr. Aziz Houdbhoy, Managing Dir., Easyfit International Inc., 48-49 Badri Bldg., McLeod Rd., Karachi. IR K-48

Manufacturer and Exporter of leather since 1964, seeks joint venture with U.S. shoe manufacturer interested in finishing shoes and furnishing market. Technical know-how and some financing desired.

Write: A. M. Zahiruddin Khan, Managing Dir., A. K. Khan & Co., Ltd., Chittagong. IR D-26. WTD.

Tanning operation since 1920, this company seeks joint venture with U.S. firm to produce leather goods according to U.S. specifications.

Write: Mr. Sadruddin H. MeHerally, Export Dir., United Pakistan Tannery, Dacca Stock Exchange Bldg., Room No. 7, 9-F Motijheel Commercial Area, GPO Box: 371, Dacca. IR D-79

Surgical instruments

A sizable manufacturer of surgical scissors of all types and models seeks to produce under license from U.S. firm complete line of surgical instruments.

Write: Ehsan Elahi, Chm., Philips and

Jones Ltd., Cantt Rd., Sialkot, Lahore. WTD. IR L-47

A manufacturer of surgical instruments seeks joint venture partner for production of manicure scissors and related medical implements.

Write: M. Ashraf, Elahi and Jaffer Ltd., Sialkot 3, Lahore. IR L-5.

A surgical instruments manufacturer seeks to expand present line of instruments to include scissors and other medical apparatus.

Write: Iftikhar Elahi, Partner, Arona & Elahi, Elahi Bldg., Waxirabad, Sialkot City 3.★ IR L-19.

A well-established manufacturer seeks joint venture with U.S. firm to produce surgical instruments, scissors and medical apparatus.

Write: G. R. Ratcher, Managing Partner, Ratcher & Co., Sialkot 1, Lahore. IR L-49

A large and well established manufacturer of surgical instruments and hypodermic syringes and needles is interested in expanding production for exports with U.S. partner.

Write: S. M. Iqbal, Chairman, G. T. Surgical Ltd., Sialkot 1.★ WTD. IR L-29

An important manufacturer of barges seeks U.S. joint venture partner to produce surgical instruments.

Write: Anwar A. Kahlon and Rafi Ahmed, The Pakbay Co., Ltd., 16 Motijhee Rd., Dacca. WTD IR D-57

A joint venture to produce quality surgical instruments is proposed by a hospital furniture and equipment manufacturer. Needed is technical assistance and specialized machinery. The Lahore firm would provide the capital.

Write: Munawar Ahmed, Hospital Equipment Supply Co. Ltd., 6/25 Patiala Grounds, McLeod Rd., Lahore 7. WTD IR L-15b

Electrical, electronic goods

A producer of industrial lamp fixtures seeks a joint venture to manufacture and/or assemble flourescent lamp starters.

Reportedly, the owners of the Karachi company are graduate engineers with considerable experience in the electrical field.

Write: M. Z. Qureshi, Emzad Engineering Corp., G5-6 Al-Yousuf Chambers, New Challi, Frere Road, Karachi. IR K-109

A large industrial group seeks a collaborative arrangement with a U.S. firm to produce electronic equipment and components for radios and television receiving sets. The Karachi firm which is involved in banking and in the steel and mining industries has 1,000 employees.

Write: Mr. Amjad Ali, Senior Executive, Industrial Managements Ltd., New Jubilee Insurance House, McLeod Road, P.O. Box 4122, Karachi. IR K-116

An engineering firm seeks a joint venture to manufacture fractional horsepower electric motors. Asked of a U.S. concern is technical assistance and a capital investment of $100,000.

Write: Shaukat A. Mian, Enerjo Engineers, Napier Road, Lahore. IR L-26

A firm of communications engineers seeks a joint venture to manufacture a device, which can be incorporated into U.S. produced television receiving sets to adapt them to Pakistan television. The Pakistani firm claims the modification is simple and does not involve changes in original design.

Write: D. Q. Hayat, Mgr., Avrad Engineering Agenies, 6, Kothari Mansions, Victoria Rd., Karachi. WTD. IR K-79

A Karachi investment company is interested in a joint venture to install electric transmission lines.

Write: Asghar Ali, Comcorp, Inverarity Rd., Karachi. IR K-127

A firm of air conditioning engineers seeks a joint venture to assemble refrigerators, electrical appliances and television sets.

Write: Younus Dawood, Managing Dir., Samico (Pakistan) Ltd., 8 Laldighi East, Chittagong. IR D-32

A bicycle manufacturer wants to diversify production through a joint venture with a U.S. firm.

The Pakistani company seeks to produce such household appliances as refrigerators, washing machines and vacuum cleaners.

Write: M. Iqbal Bhatti, Development Manufacturer, Pakistan Cycle Industrial, National House, The Mall, Lahore. IR L-44

A small holding company, established in 1951, desires a joint venture for the manufacture of electrical cable. Would like American partner to supply machinery and technical knowhow for $1,200,000 venture.

Write: S. M. Ahed, Saifee Industries, Saifee House, Room 104, Mansfield St.-Saddar, Karachi. IR K-120

A wire and cable manufacturer established in 1958 would like a joint venture with a U.S. firm to manufacture telephone and railroad cable.

Write: F. K. Chaudhury, Dir., Sunshine Cable and Rubber Works, 222 Bangshal Rd., Dacca. IR D-71

A small import-export firm established in 1963 seeks a joint venture to manufacture copper enameled wire.

Write: Mr. A. K. Sheikh, Pakistan Export and Import Corp., Raffia Manzil, Pakki Thatti, P.O. Multan Rd., Lahore. IR L-45

A small textile manufacturer established in 1947 is interested in a joint venture to manufacture aluminum foil in West Pakistan with U.S. technical assistance and machinery. Estimated potential sales, $2,000,000. No other firm is manufacturing this product in Pakistan. Feasibility study available covering government sanction.

Write: S. M. Nawax, A.I.T.C. Ltd., 21 Chartered Bank Chambers, McLeod Rd., Karachi. IR K-58

A Karachi industrial consultant seeks a joint venture to manufacture aluminum foil.

Write: M. A. Swaleh, Adamjee Chambers, McLeod Rd., Karachi, Pakistan. IR K-87 b

An assembler of wet storage batteries seeks to convert its operation into a complete manufacturing facility through a joint venture with a U.S. firm.

Write: Rehmet Javed, Dir., Grand Batteries Ltd., Multan Rd., Lahore. IR L-1

A Peshawar firm seeks a joint venture to produce dry cell batteries.

Write: Haji Sahib, Anwar Bros., Chowk Yadgar, Peshawar. IR P-2

Paper mills

A joint venture to manufacture paper, utilizing bagasse as a basic raw material, is proposed by the operators of a large sugar mill. The Karachi firm claims to have 750 tons of bagasse available daily for approximately six months of the year.

Write: Mohd Amin Ahmed Bawany, Managing Dir., 2nd Floor, Bank House #1, Habib Square, Bunder Rd., Karachi. WTD. IR K-63

A newly established firm seeks a joint venture to produce writing and printing papers, using rice and beet straw as raw

WORLD BANK FINANCING aids Pakistani projects such as this Ismail Cement plant. (World Bank photo)

materials. A feasibility study of the project is available to interested U.S. firms.

Write: Munir Chaudhry, Managing Dir., (MBA-New York University), International Fibrous Products Corp., 8-E-3 Gulberg III, Lahore. IR L-31

Other categories

Electrical instruments. An importer, exporter and wholesaler of laboratory equipment, glassware, chemicals and electronic instruments seeks joint venture or licensing agreement with U.S. firm to produce electrically and electronically operated laboratory instruments, particularly for the educational market.

The firm is also interested in producing glass laboratory ware.

Write: Nazar-ur-Rahman Rana, Managing Dir., We Brothers Ltd., Rasool Chambers, Lake Rd., Lahore. WTD. IR L-6

Boilers. A large and well-established manufacturer seeks to produce commercial size steel water and fire tube boilers (10 to 200 BHP) in joint venture with U.S. firm.

Write: F. M. Millwala, Managing Dir., The Gulf Steamships Ltd., Steel House, West Wharf Rd., Karachi 2. IR K-124b

Tires. A tire retreading firm seeks joint venture with U.S. firm to manufacture automobile; heavy bus and truck tires.

Write: Abdur Rafey, Director, Tyresoles (Pak) Ltd., Dost Bldg., Chittagong, Dacca. IR D-20

Automobile components. A well established manufacturer of textile machinery spare parts seeks joint venture or licensing agreement to produce automobile engine components such as valves, gudgeon pins, camshafts, tappets, dynamos, starters, water pumps and shock absorbers.

The firm specializes in the manufacture of items requiring fine machining, controlled case-hardening and accurate grinding. It has the testing equipment required to control quality.

Write: Saleem M. Qureshi, Managing Dir., Zulsham Engineering Works Ltd., 113 Ferozpure Road, Lahore.★ IR L-61

Tube well filter. A medium size manufacturer of plastics seeks joint venture to produce tube well filters of proven design and of fibre glass or equivalent material.

Write: M. F. Sheikh, Dir., Standard Automation Works Ltd., Sheikhupura Road, Lahore. IR L-54

Building material. A manufacturer of plywood seeks U.S. joint venture partner in project to produce laminated plastic sheeting for construction industry.

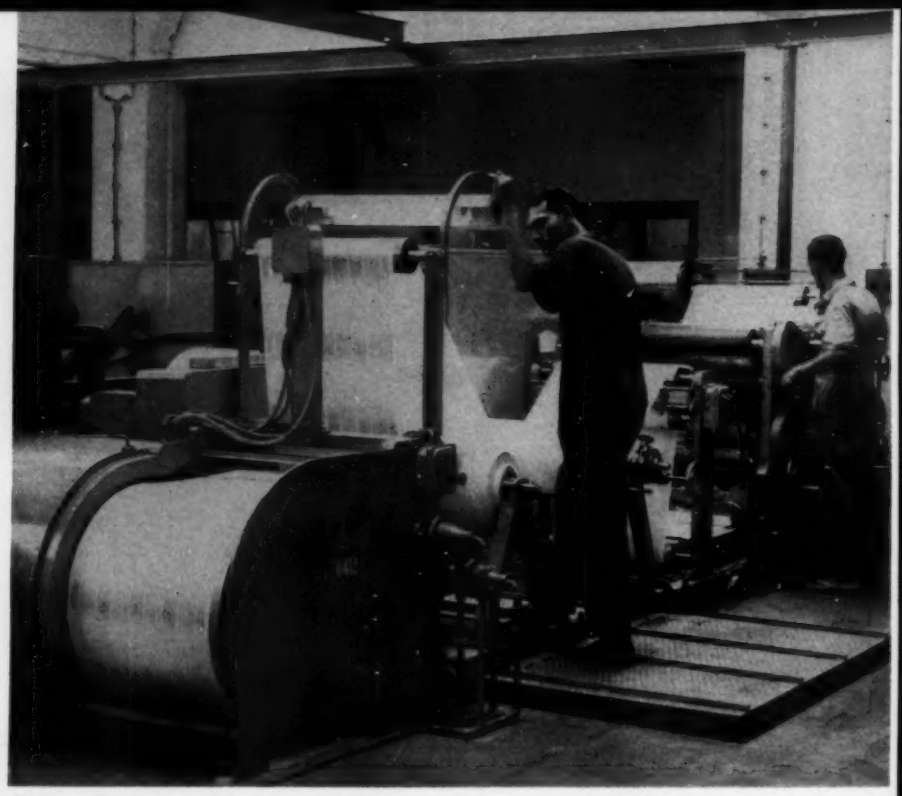
Write: Iftikhar-ud-din-Ahmed, I. M. Plywood Enterprises, GPO 713, Lahore. IR L-12

Pens. Co-operative seeks to manufacture ball point pens under license from U.S. firm.

Write: Gias Kamal, Secy., The Co-operative Eastern Ltd., 1 Dilkusha Commercial Area, Dacca 2. IR D-78

Fire extinguishers. A manufacturer of fire equipment wishes to enter joint venture with U.S. firm to produce fire extinguishers and allied products for which there is a large market in Pakistan.

Write: E. A. G. Rumbelow, Representative, Allied International Agencies, Taher Mansions, Agrabad Commercial Area, Chittagong, Dacca. IR D-6



INDUSTRIAL MACHINERY for Pakistani firms is often financed by the Pakistan Industrial Credit and Investment Corp. with funds from the World Bank, as in this packaging plant at Lahore. (World Bank)

Office equipment. A manufacturer of carbon paper, office machine ribbons and teleprinter rolls seeks joint venture with U.S. producers of office equipment and computer supplies.

Write: Byramjee D. Mama, Karachi Carbon & Ribbon Manufacturing Company, B/65 S.I.T.E., Karachi. IR K-49

Textile machinery parts. A manufacturer of shuttle and picking sticks for textile industry seeks joint venture with U.S. firm to produce spindles and textile machinery parts for the Pakistan market.

Write: Afzat Khan, Texma Industries Ltd., 11 Chartered Bank Chambers, Karachi. IR K-99.

Plastic products. A well established manufacturer of enamelware for hospital use seeks joint venture with U.S. firm to produce plastic dishes, furniture, window frames and pipes.

Write: N. Islam, Director, East Pakistan Enterprise Ltd., Plot 10, Sector 29, Korangi Industrial Zone, Karachi. IR K-53.

Glass bottles and tumblers. A large bottle manufacturing firm established in 1948 wants a joint venture with an American firm who would supply automatic machinery and technical assistance for the manufacture of glass tumblers and bottles.

Write: Haji Fariduddin Siddiqui, Mgr. Dir., Indus Glass Works Ltd., Hyderabad. IR K-29

Glass tubing. A large manufacturing firm producing enamelware for hospital use is interested in a joint venture to produce glass tubing and glass medical equipment.

Write: N. Islam, Dir., East Pakistan Enterprise Ltd., Plot 10, Jeztor 29, Korangi Industrial Zone, Karachi. IR K-53

Plywood. A chipboard manufacturer proposes a joint venture to make plywood. Machinery would be furnished by the U.S. firm.

Write: Pakistan Chipboard Ltd., G. T. Road, P.O. Box 18, Jhelum. IR L-62.

Printing (textbooks). A large printer and publisher of posters, brochures, greeting cards and dictionaries seeks a joint venture to establish new facilities for increasing production, particularly of textbooks.

The company, established in 1894, has about 3,500 employees.

Write: Dr. Abdul Waheed, Chairman, Ferozsons Ltd., 60 The Mall, Lahore.★ IR L-28. WTD.

Self-adhesive labels. An importer of self-adhesive materials seeks a joint venture to manufacture pressure sensitive self-adhesive labels, papers, foils, plastic film and display materials.

The Karachi concern is also interested in the publication of a graphic arts magazine and the production of aluminum foil, shoes and synthetic rubber from molasses.

Write: Major Sharif A. Khan, Sepak Corp., Box 8039, 175 K/2 P.E.C.H.S., Karachi 29. IR K-96

Furniture. A manufacturer of hospital furniture and equipment seeks a joint venture to expand operations. It produces beds, screens, sterilizers, incubators, operating tables and other products. Establishing new plant with World Bank loan.

Write: Munawar Ahmed, Managing Director, Hospital Equipment Supply Co., Ltd., 6/25 Patiala Grounds, McLeod Road, Lahore 7.★ WTD. IR L-15a

U.S. licenses sought by German companies

Seek manufacture of containers, machinery, recording systems

Five German companies are interested in licensing arrangements with U.S. firms to produce items related to their present line.

• A manufacturer and distributor of measuring instruments and recording apparatus seeks licenses for production of newly developed industrial and laboratory recording systems, pens and inks. Reportedly, the German company has sales outlets in 40 countries with particularly strong representation in EEC and EFTA countries.

Write: DIA-Zubehoer fuer die Messtechnik, E. Nielsen KG., Duesseldorf, Germany. WTD.

• A well established German fabricator of metal products seeks a license for the production of standard 20-40 ft. shipping containers.

Established in 1936, the West German firm has about 300 employees and reported annual sales at $4.2 million for 1967.

Write: Celler Eisenbau Engelking KG, 31 Celle (Lower Saxony), AM Holzhof 54, West Germany.

• A well established German producer of machinery and equipment for the chemical & pulp and paper industries seeks a license from a U.S. manufacturer which produces advanced and special purpose machinery in this same field.

The firm's present production includes: reaction towers, distilling columns, tanks of various types, heat exchangers, autoclaves, valves and piping systems, conveyor screws, heat and SO2 recovery plants, acid plants, furfural and alcohol plants, and complete factories for the pulp/paper industry as well as for the production of fodder yeast.

Write: Fritz Voltz Sohn, 6000 Frankfurt 90, Solmsstr, 56-58, Frankfurt, Germany. WTD.

• A German manufacturer of large rectangular storage tanks seeks a license for the production of air and sea freight shipping containers.

Established in 1927, the firm reports annual sales at $1.5 million and has 80 employees.

Write: Hansen KG, Am Holzlarer Weg, 5302 Beuel, Duesseldorf, Germany. WTD

• A German manufacturer of disposable plastic bottles and plastic cases for beer bottles seeks licenses from U.S. firms for the production of injection molded articles including toys, housewares and technical articles.

The German firm employs 14 and operates injection molding machines capable of producing plastic articles weighing 40, 80 to 100 and 2,000 grams.

Write: Westfalia Kunststoff GmbH & Co., KG., 20 Weinbergstrasse, 4903 Schoetmar/Lippe, Duesseldorf, Germany. WTD.

Investment Assistance

The licensing and joint-venture proposals listed in this section are published as an informational service for U.S. firms interested in overseas affiliations. Companies responding to these opportunities should be cognizant of the present mandatory investment regulations published in the Federal Register for Jan. 3, as amended.

To receive follow up assistance and general information about investment abroad telephone: 202-967-3786 or write: Office of International Investment, Department of Commerce (BIC-878), Washington, D.C. 20230. A (*) following the name of the foreign firm indicates that additional information is available from the above address.

WTD indicates that a World Trade Directory Report containing financial and business background information on the foreign firm is available for $2 from the Department of Commerce (BIC-924), Washington, D.C. 20230 or the nearest Department of Commerce Field Office.

Austrian firm wants license for well drilling equipment

A government owned corporation engaged in the production of deep well drilling and allied equipment seeks to manufacture newly developed machinery in this or related fields.

The Vienna concern is reported to be Austria's most important manufacturer of heavy drilling equipment for the petroleum and water industries. It already has licensing agreements with several U.S. companies.

Write: Trauzl-Werke A.G. of Scheydgasse 38-40, Vienna 21, Austria★. WTD.

Four British firms want U.S. licenses for various products

Paint maker, steel mill, boiler, machinery firms seek arrangement

Licensing arrangements with U.S. companies are being sought by four British firms to produce cryogenic equipment, cold rolled metal products, and method of applying industrial paint to metals.

• A manufacturer of industrial and decorative paints, allied surface coatings and plastisols seeks a license. The British firm is particularly interested in the "electro-deposition" method of industrial paint application to metals.

Write: Donald Macpherson and Co. Ltd., Warth Mills, Radcliffe Road, Bury, Lancashire, England.

• A British firm seeks to expand its product line through a licensing arrangement for the manufacture of cold rolled steel products, particularly for the building industry.

Designers and manufacturers of sections and component pars for several industries, the London firm has a modern and well equipped plant for the fabrication of steel, brass and aluminum items.

Established in 1927, the company is a subsidiary of a large British engineering firm and has about 150 employees.

Write: Metal Mouldings Ltd., Park Royal Road, London, N.W. 10, England. WTD.

• A manufacturer and distributor of pressure vessels, low pressure boilers, tanks and materials handling equipment is interested in expanding its activities in the refrigerated and cryogenic field.

The British concern seeks licenses to make equipment utilized in the compression, liquefaction and cooling of gases.

Write: Oxley-Dempster Ltd., Elland, Yorkshire, England. WTD.

• A Yorkshire manufacturer of machinery for the metallurgical industry, including complete rolling mills and automated hydraulic presses seeks licensing and cross licensing arrangements with U.S. firms to produce metals, minerals and plastics processing machinery. The British firm distributes its products through overseas associates in India, Australia, South Africa and other countries.

Write: Davy and United Engineering Company Ltd., Darnall Works, Sheffield 9, Yorkshire, England. WTD.

World Trade Opportunities Continued to page 39

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodtiy classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

- indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-624, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financia reputaton, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-924, U.S. Department of Commerce, Rm. 6059. Telephone: 202-967-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Sales Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.

013 Livestock farms

★★ **PAKISTAN**—Day old broiler, egg type chickens. Pak Marble Industries Ltd. (exporter), Warsak Road, Peshawar. WTD in preparation. TM P-4.

019 Miscellaneous agriculture

★★ **PAKISTAN**—Vegetable seed of all types. Pakistan Poultry Consultants (importer), 210, Block 6, Commercial area, Pechs, Karachi. WTD in preparation. TM K-26.

SWITZERLAND—Flower, grass, vegetable seeds. F. Haubensak Soehne AG (importer, distributor), P.O. Box, 4002 Basel. WTD 3/68.

195 Small arms

ENGLAND—Sporting arms products, allied lines. Agency and direct purchase. BSA Guns Ltd. (manufacturer, exporter, importer, distributor), Armoury Rd., Birmingham 11, Warwickshire. WTD 2/68.

202 Dairy products

★★ **PAKISTAN**—Five tons dried fat milk in poly lined 50# export packed bags. Metropolitan Trading Co., (importer), Dost Bldg., 1st Floor, M.A. Jinnah Rd., Chittagong. WTD in preparation. TM D-48.

★★ Milk, milk products. The Cooperative Eastern Ltd. (importer), 1, Dilkusha Commercial Area, Dacca-2. WTD in preparation. TM D-27.

203 Canning, preserving foods

AUSTRALIA—Four hundred tons prunes of sweet variety. Three equal shipments spread May to Dec. requested. Prices, details requested. Direct purchase and agency. Mr. I. H. Constance, Secretary, T. N. Ellis Pty. Ltd. (dried fruit packers, distributors, exporters), 10-12 Birmingham St., Alexandria, N.S.W. 2015. WTD 3/68.

204 Grain mill products

FRANCE—Rice (in bulk, jute bags), all grades, varieties, including clean rice of current, choice qualities. Direct purchase and agency. Samples, price quotations requested. Soules & Cie. (Ets.) (importer, wholesaler), 22 Quai de la Monnaie; 33- Bordeaux, Gironde. WTD in preparation.

207 Confectionery

PORTUGAL—Chewing gum base. Direct purchase and agency. Sociedade de Alimentacao Estrela Lisbonense, Lda. (importer, distributor, manufacturer), Rua Elias Garcia, Venda Nova, Amadora. WTD 7/67.

209 Food preparations

★★ **PAKISTAN**—Soybean oil, 10,000 tons fully refined; in 45 gal. new drums. Norlantic Corp. (importer, wholesaler), Haji Amir Ali, Chowdhury Rd., Chittagong, Pakistan. WTD in preparation. TM S-1.

★★ Refined, crude soybean oil for industry use in tankers. Coaltar Color Chemical Co. Ltd. (importer), 19 Kurbanganj, Chittagong. WTD in preparation. TM D-57.

★★ Fifteen thousand tons soybean oil fully refined in 40-45 gallon new drums; 20,000 tons crude soybean oil bulk in 40-45 gallon new drums; cottonseed oil second preference. Metropolitan Trading Co. (importer), Dost Bldg., 1st Floor, M.A. Jinnah Rd., Chittagong. WTD in preparation. TM D-25.

★★ Ten to 20,000 tons fully refined soybean oil in 40-45 gal. new drums. Coaltar Color Chemical Co. Ltd. (importer), 19 Kurbanganj, Chittagong. WTD in preparation. TM D-26.

220 Textile mill products

★★ **PAKISTAN**—Used clothing. Ghulam Hussein and Co. (importer), Old Market, Karachi. WTD in preparation. TM K-56.

228 Yarn, thread mills, products

AUSTRALIA—Nylon stretch yarns; rayon staple and cotton yarns; bemberg yarn for warp knitting; tri-lobal yarns for knitting. Direct purchase and agency. Ria Trading Co. (importers, appointed buyers), 19 Erindale Ave., Elsternwick, Victoria 3056. WTD 1/68.

★★ **PAKISTAN**—Woolen worsted yarns. Kaysons Ltd. (exporter), A/42, Hill St., S.I.T.E., Karachi. WTD in preparation. TM K-48.

229 Textile goods

★★ **PAKISTAN**—Nylon twine for fishing nets. Alph-e-Sani Enterprises Ltd. (importer), 27, Mymensingh Rd., Dacca-2. WTD in preparation. TM D-50.

230 Apparel

SWEDEN—Women's, misses' nightwear, corsets, brassieres; women's robes, dressing gowns. Josefssons i Boras AB (mail order), Lundbygatan 4, Box 41, Boras. WTD 3/68.

242 Sawmills, planing mills

SWITZERLAND—Hemlock, douglas, red pine, pitch pine, walnut lumber, timber, cut stock. Otto Laedrach's Erben (importer, distributor), 3076 Worb. WTD in preparation.

243 Millwork, veneer, plywood, prefabricated structural, wood products

SWITZERLAND—Veneer, plywood; all kinds. Otto Laedrach's Erben (importer, distributor), 3076 Worb. WTD in preparation.

262 Paper mills, products

IRAN—Paper for production of soap impregnated paper. Tel-Electric Co. (importer), Passage Hamidain, Bouzarjomehri Gharbi, Tehran. WTD 3/68.

264 Converted paper, paperboard products

AUSTRALIA—Envelopes, approx. 9⅞" x 7½". M. Baral Pty. Ltd. (importer, distributor), 127 York St., Sydney, N.S.W. 2000. WTD 3/68.

275 Commercial printing

★★ **PAKISTAN**—Color slides, color post cards of Northwest Frontier, other areas of West Pakistan for tourist sale. A. Q. Sehrai Tours and Travels (retailer), 6 Saddar Rd., Peshawar. WTD in preparation. TM P-9.

281 Industrial chemicals

★★ **PAKISTAN**—Heavy chemicals such as cadmium sulfide, soda ash, borax. Direct purchase and agency. Rafi and Co. Ltd. (importer), 4 Wazir Mansion, Nicol Rd., Karachi. WTD in preparation. TM K-15.

★★ Industrial chemicals. Direct purchase and agency. Fazal Gulzar Textile Mills Ltd. (importer), P.O. Box 8, Kali Rd., Hyderabad. WTD in preparation. TM K-23.

★★ Industrial chemicals. Direct purchase and agency. Fazal Gulzar Textile Mills Ltd. (importer), P.O. Box 8, Kali Rd., Hyderabad. WTD in preparation. TM K-23.

★★ Chemicals for manufacture of detergents. Agro Chemical Ltd. (importer), Dost Bldg., Chittagong. WTD in preparation. TM D-28.

★★ Raw materials for pharmaceutical industry. Direct purchase and agency. Progressive Traders (importer), Rambharti St., Jodia Bazar, Karachi. WTD in preparation. K-43.

282 Synthetic materials

ITALY—Plastic raw material for manufacturing high and low tension insulators; plastic faucets. American Consulate, Commercial Section-A-37, Via Galatti 1, Trieste.

283 Drugs

★★ **PAKISTAN**—Drugs. Progressive Traders (importer), Rambharti St., Jodia Bazar, Karachi. WTD in preparation. TM K-44.

★★ Pharmaceuticals; interested in licensing agreement for manufacture of pharmaceuticals. Modern Trading Co. (importing distributor), 63 Nisbet Rd., P.O. Box 284, Lahore. WTD in preparation. TM L-32.

★★ Medicines, medical supplies. Sakhawat Medical Stores (importing distributor), 26 Nabha Rd., Lahore. WTD in preparation. TM L-9.

287 Agricultural chemicals

★★ **PAKISTAN**—Pesticides, insecticides, fertilizers. Koh-i-Noor Agencies, 15 Bahadur Shah Market, Bunder Rd., Karachi. WTD in preparation. TM K-53.

★★ Pesticides. Direct purchase and agency. Jamia Industries Ltd. (manufacturer), Fifth Floor, Karachi Chambers, McLeod Rd., Karachi. WTD in preparation. TM K-3.

★★ Pesticide, fungicides. Direct purchase and agency. Eastern Trading Co. (Group of Associated Firms) (importer), 811 Qamar House, Karachi. WTD in preparation. TM K-39.

★★ Insecticides, pesticides, fertilizers. Binning and Co. (Pakistan) Ltd. (importer), K.C. Dey Rd., Chittagong. WTD 9/66. TM D-36.

★★ Fertilizers, urea, triple super phosphate, super phosphates; insecticides, pesticides. Mirabad Business Corp. (importing distributor), 25 Lakshmi Mansions, The Mall, Lahore. WTD 10/67. TM L-4.

★★ Fertilizers, urea, tri-super phosphate, super phosphate; insecticides, pesticides. Ally Bros. and Co. Ltd. (importing distributor), P.O. Box 461, 63 The Mall, Lahore. WTD in preparation. TM L-3.

301 Tires, tubes

GREECE—Automotive tires. Requests c.i.f. Piraeus price quotations. Direct purchase and agency. E.M.A., Ltd. (importer, distributor, retailer, sales agent), 5 Ferron St., Athens 104. WTD 12/67.

306 Fabricated rubber products

AUSTRALIA—Wet suits. Ron Harding's Sports Centre Pty. Ltd. (manufacturer, retailer, distributor, exporter, importer), 16 Belgrave St., Manly, N.S.W. 2095. WTD 2/68.

307 Plastic products

★★ **PAKISTAN**—Plastic goods. Requests catalogues, quotations. Kohinoor Plastic Works (importer), 21/B Khalil Yasin Market, Salem Mohd. St., Karachi. WTD in preparation. TM K-33.

SCOTLAND—Polyethylene film. Agency and direct purchase. Monteith Building Services Ltd. (distributor, importer), 205 Bath St., Glasgow, C.2. WTD 3/68.

322 Glass, glassware

MOROCCO—Bottles, glass all kinds for perfumery, toiletry applications. Sizes should be from ¾ oz. to 3 oz. Quotations c.i.f. Casablanca. Etablissements J. M. Boland (importer, agent), 22, Rue de Bethune, P.O. Box 171, Casablanca. WTD 3/68.

329 Abrasive, asbestos, nonmetallic mineral products

GUATEMALA—Refractory bricks. Requests replies in Spanish. Direct purchase and agency. Rossi, Talleres L.—Herederos L. Rossi (manufacturer), Ruta 3 No. 0-62, Zona 4, Guatemala City. WTD 3/68.

331 Steel mill products

● **BURMA**—Steel angles, channels, round rods and 70 long tons of steel plates. Tender No. MEIC/B.RLYS/15(T)463(M)67.68; bid deadline Apr. 29. The Chairman, Union of Burma Railway Board, Bogyoke Aungsan St., Rangoon.★ (Tel. 202-967-2364)

ENGLAND—Stainless steel and steel strip .002" and .003" thick. Mychroshims Ltd. (manufacturer), Doman Rd., Camberley, Surrey. WTD 3/68.

GUATEMALA—Nails, steel: wire or cut. Direct purchase and agency. Transformadora de Aceros Fersuc Suca. Talleres Ramirez (manufacturers' representative), Via 5 No. 3-42, Zona 4, Guatemala City. WTD 3/68.

Coal coke; pig iron. Direct purchase and agency. Requests replies in Spanish. Rossi, Talleres L.—Herederos L. Rossi (manufacturer), Ruta 3 No. 0-62, Zona 4, Guatemala City. WTD 3/68.

● **KENYA**—7,200 steel wheels for various classes of locomotives, carriages and wagons. Tenders are invited from actual manufacturers. Applications for tender documents, referring to circular 102, dated Mar. 20, 1968, Reference: IND. 111/68, must be received by the Overseas Purchasing Division, East African Railways and Harbours, 4, Millbank, London, S.W.1 on or before Apr. 30.

● 2,376 steel rails, flat bottom, B.S. 60A 40 ft. long, medium manganese and 20,200 pressed steel sleepers "K" type 60 lb., 6'3". Tenders are invited from actual manufacturers. Applications for tender documents, referring to circular 101, dated Mar. 13, Reference: IND.5002/68, must be received by the Overseas Purchasing Division, East African Railways and Harbours, 4, Millbank, London, S.W.1, on or before Apr. 23.

★★ **PAKISTAN**—Steel products: prime quality, mild steel billets SAE 1020-1025-1035 rerolling quality; cold roll mild steel sheets, hot rolled mild steel plates, electrolytic tin plates, electrical steel sheets, hot rolled mild coil strips, galvanized sheet. Pakistan Metal Corp. (importing distributor), P.O. Box 895, 3/A Fazal Bldg., Cooper Rd., Lahore. WTD in preparation. TM L-6.

334 Secondary smelting, refining of nonferrous metals

GUATEMALA—Solder: pig, ingot. Direct purchase and agency. Requests replies in Spanish. Rossi, Talleres L.—Herederos L. Rossi (manufacturer). Ruta 3 No. 0-62, Zona 4, Guatemala City. WTD 3/68.

335 Rolling, drawing, extruding of nonferrous metals

MOROCCO—Discs, copper, zinc, 12% nickel alloy, 12/10 to 6/10 mm thick, 650 to 200 mm diameter; strips, copper, zinc, 12 nickel alloy 12/10 to 1/10 mm thick, 670 to 200 mm wide; discs, copper 99.75% pure, 15/10 to 12/10 mm thick, 1000 to 200 mm diameter; discs, brass 37% copper, 63% zinc, 15/10 to 12/10 mm thick, 1000 to 200 mm diameter; strips, copper 99.75% pure 15/10 to 1/10 mm thick, 1000 to

200 mm wide; strips, brass, 37% copper, 63% zinc, 15/10 to 1/10 mm thick, 1000 to 200 mm wide; sheets, copper 99.75% pure 1000 x 2000 mm 40/10 to 15/10 mm thick; 1800 x 3200 mm, 40/10 mm thick; discs, aluminum 99.50% pure 1100 to 400 mm diameter 12/10 thick. Direct purchase and agency. Quotations c.i.f. Casablanca. Ets. Benchekroun (importer), 36/38 Rue Moha ou Hamou, Casablanca. WTD 3/68.

336 Nonferrous foundries

SWEDEN—Wheel balancing weights. Direct purchase and agency. Motor Nova (agents), Kabelgatan 13, Goteborg V. WTD 3/68.

339 Primary metal industries

★★ **PAKISTAN**—Ferrous, nonferrous metals, secondary grades tin plate. Mr. Hamid (importer), J-M-633/2 Janashed Rd., Karachi. WTD in preparation. TM K-28.

342 Cutlery, hand tools, general hardware

★★ **PAKISTAN**—Transportation equipment hardware. Habib Corp. (importer), Satkhira, Khulna, Dacca. WTD in preparation. TM D-46.

SWEDEN—Tools, mechanics' hand service, electricians. Agency and direct purchase. Ingenjorsfirman Ake Wennberg (agent, wholesaler), Drottninggatan 9, Karlstad. WTD 3/68.

SWITZERLAND—Gardening tools. F. Haubensak Soehne AG (importer, distributor), P.O. Box, 4002 Basel. WTD 3/68.

343 Heating apparatus, plumbing fixtures

GUATEMALA—Oil burners, industrial. Direct purchase and agency. Requests replies in Spanish. Rossi, Talleres L.—Herederos L. Rossi (manufacturer), Ruta 3 No. 0-62, Zona 4, Guatemala City. WTD 3/68.

PAKISTAN—Ventilation equipment. Requests catalogues, quotations. Direct purchase and agency. Airtechniques Engineering Corp. (importer), 15 Nadir House, 2nd Floor, McLeod Rd., Karachi. WTD in preparation. TM K-12.

344 Fabricated structural metal products

★★ **PAKISTAN**—Fabricated grain storage facilities; other types of buildings. Direct purchase and agency. Economic Engineering Co., Ltd. (manufacturer, importer, exporter), Economic Bldg., Keamari, Karachi-7. WTD in preparation. TM S-7.

★★ Aerosol valves. Firm requests catalogues, quotations. Business Management (Karachi) (importer), Beach Luxery Hotel, Suite 8, Karachi. WTD in preparation. TM K-24.

345 Screw machine products

SOUTH AFRICA—Blind rivets. Direct purchase and sole distributing franchise. Jay Products (Pty.) Ltd. (importing distributor), P.O. Box 2023, Cape Town, Cape Province. WTD 2/68.

348 Fabricated wire products

★★ **PAKISTAN**—Quote on complete equipment for 2000 bird cage laying system. Mr. M. Arshad Khan (manufacturer), 8/C Kapoorthala House, Lake Road, Lahore. WTD in preparation. TM L-22.

★★ Quotation on 2000 bird cage laying system complete; quotations on floor system equipment for 2000 laying hens including nests. Hesco Ltd. (manufacturer), 6/25 Patiala Grounds, McLeod Rd., Lahore 7. WTD in preparation. TM L-34.

349 Fabricated metal products

GUATEMALA—Locks; safes, vaults. Direct purchase and agency. Transformadora de Aceros Fersuc Sucs. Talleres Ramirez (manufacturers' representative), Via 5 No. 3-42, Zona 4, Guatemala City. WTD 3/68.

★★ **PAKISTAN**—Quotations for counter-top ice cream freezers. Kamran Agencies (manufacturer), P.O. Box 434, Lahore. WTD in preparation. TM L-28.

352 Farm machinery

NETHERLANDS—Fruit picking, plucking machinery; sorting, grading machinery for fruits, vegetables including vibrator types; equipment, machinery for use in greenhouses; harvesters for potatoes, onions; hydraulic pruners; automatic machines for filling, packing sauerkraut, other vegetables, fruits in consumer, institutional packs. Seeks agencies for export to Czechoslovakia. N. V. Beheermaatschappij Bura (import, export agent), Parkweg 22, Voorburg. WTD 12/67.

★★ **PAKISTAN**—Poultry equipment for small laying operation, floor and cage lay; equipment for small poultry meat operation. Pak Marble Industries Ltd. (exporter), Warsak Rd., Peshawar. WTD in preparation. TM P-3.

★★ Agricultural equipment including plows, harvesters, other implements. Requires technical assistance, capital for acquiring machinery. The Climax Engineering Co. Ltd. (manufacturer), G. T. Rd., Gujranwala. WTD in preparation. TM L-15.

SWEDEN—Garden machinery, equipment such as tractors, power hedge trimmers, larger lawn mowers, cultivators, leaf collectors, snow blowers. Agency and direct purchase. Naveqvarns Motor AB (agent, wholesaler), Fleninge, Odakra. WTD 3/68.

SWITZERLAND—Lawn mowers. F. Haubensak Soehne AG (importer, distributor), P.O. Box, 4002 Basel. WTD 3/68.

353 Construction, mining, materials handling machinery, equipment

KUWAIT—Surplus oil drilling machinery, particularly rotary drills, other parts for oil field drilling equipment. Shaikhan Ahmad Al-Farsi (retailer, agent, distributor, importer), P.O. Box 121, Kuwait. WTD 2/68.

★★ **PAKISTAN**—Mining equipment of all types. Direct purchase and agency. A.K. Corp. Ltd. (importer), 67 Farid Chambers, Victoria Road, Karachi. WTD in preparation. TM K-7.

★★ Road building machinery. Amin Export (importer), 120 Shantinagar, GPO Box 838, Dacca-2. WTD in preparation. TM D-21.

★★ Graders, hydraulic shovels, construction equipment including bulldozers, crawler loaders, road graders, scrapers of approx. 10 cu. yds. capacity. Syed Automobiles (importing distributor), Jinnah Park, Peshawar. WTD in preparation. TM P-5.

★★ Light industrial tractors, loaders, fork lifts. Direct purchase and agency. Koh-i-Noor Agencies (importer), 15 Bahadur Shah Market, Bunder Rd., Karachi. WTD in preparation. TM K-54.

SWEDEN—Construction machinery, new and used, such as tractor shovel loaders; mobile cranes; earth movers. Agency and direct purchase. AB Kranlyft (retailer, agent), Angpannegatan 16, Goteborg H. WTD 3/68.

354 Metalworking machinery

★★ **PAKISTAN**—Metalworking equipment for fabrication of metal furniture; steel windows, doors. Adeel and Co. Ltd. (manufacturer), Khyber Bazar, Peshawar. WTD in preparation. TM P-8.

★★ Industrial supplies, machine tools. Hajisons (importing distributor), 14 Brandreth Rd., Lahore. WTD in preparation. TM L-2.

★★ Machine tools. Mirabad Business Corp. (importing distributor), 25 Lakshmi Mansions, The Mall, Lahore. WTD 10/67. TM L-7.

★★ Micrometers, calipers, varniers, milling cutters, gear cutters and involute cutters, power tools. Direct purchase and agency. General Hardware Stores (importer), 188-A, Jubilee Rd., Box 240, Chittagong. WTD in preparation. TM D-35.

★★ Milling machines, lathes, other metalworking machinery. Direct purchase and agency. Plummer Bros. and Co. (Chittagong) Limited (importer), P.O. Box 580, Rahkrishna Mission Rd., Dacca. WTD in preparation. TM D-52.

★★ Machine tools. Requests catalogues, quo-

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Area Code 505 Tel. 247-0311.

ANCHORAGE, ALASKA, 99501, 306 Lousac-Sage Bldg. Area Code 907 Tel. 272-6331.

ATLANTA, GA., 30303, 4th Floor Home Savings Bldg., 75 Forsyth St. N.W. Area Code 404 Tel. 526-6000.

BALTIMORE, MD., 21202, 305 U.S. Customhouse, Gay and Lombard Sts. Area Code 301 Tel. 962-3560.

BIRMINGHAM, ALA., 35205, Suite 200-201, 908 S. 20th St. Area Code 205 Tel. 325-3327.

BOSTON, MASS., 02203, Room 510, John Fitzgerald Kennedy Federal Bldg. Area Code 617 Tel. 223-2312.

BUFFALO, N.Y., 14203, 304 Federal Bldg., 117 Ellicott St. Area Code 716 Tel. 842-3208.

CHARLESTON, S.C., 29403, Federal Bldg., Suite 631, 334 Meeting St. Area Code 803 Tel. 577-4171.

CHARLESTON, W. VA., 25301, 3002 New Federal Office Bldg., 500 Quarrier St. Area Code 304 Tel. 343-6196.

CHEYENNE, WYO., 82001, 6022 Federal Bldg., 2120 Capitol Ave. Code 307 Tel. 634-5920.

CHICAGO, ILL., 60604, 1486 New Federal Bldg., 219 South Dearborn St. Area Code 312 Tel. 353-4400.

CINCINNATI, OHIO, 45202, 8028 Federal Office Bldg., 550 Main St. Area Code 513 Tel. 684-2944.

CLEVELAND, OHIO, 44114, Room 600, 666 Euclid Ave. Area Code 216 Tel. 522-4750.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Area Code 214 Tel. 749-3287.

DENVER, COLO., 80202, 16419 Federal Bldg., 20th and Stout Sts. Area Code 303 Tel. 297-3246.

DES MOINES, IOWA, 50309, 609 Federal Bldg., 210 Walnut St. Area Code 515 Tel. 284-4222.

DETROIT, MICH., 48226, 445 Federal Bldg. Area Code 313 Tel. 226-6088.

GREENSBORO, N.C., 27402, 258 Federal Bldg., W. Market St. P.O. Box 1950. Area Code 919 Tel. 275-9111.

HARTFORD, CONN., 06103, 18 Asylum St. Area Code 203 Tel. 244-3530.

HONOLULU, HAWAII, 96813, 352 Alexander Young Bldg., 1015 Bishop St. Tel. 588-977.

HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Area Code 713 Tel. 228-0611.

JACKSONVILLE, FLA., 32202, P.O. Box 35087, 400 W. Bay St. Area Code 904 Tel. 791-2796.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Area Code 816 Tel. 374-3141.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Bldg., 1031 S. Broadway. Area Code 213 Tel. 688-2433.

MEMPHIS, TENN., 38103, 710 Home Federal Bldg., 147 Jefferson Ave. Area Code 901 Tel. 534-3214.

MIAMI, FLA., 33130, Rm. 821, City National Bank Bldg., 25 W. Flagler St. Area Code 305 Tel. 350-5267.

MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Area Code 414 Tel. 272-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Bldg., 110 S. Fourth St. Area Code 612 Tel. 334-2131.

NEW ORLEANS, LA., 70130, 909 Federal Office Bldg., S., 610 South St. Area Code 504 Tel. 527-6546.

NEW YORK, N.Y., 10001, 61st Floor, Empire State Bldg., 350 Fifth Ave. Area Code 212 Tel. 563-3377.

PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Area Code 215 Tel. 597-2850.

PHOENIX, ARIZ., 85025, 5413 New Federal Bldg., 230 N. First Ave. Area Code 602 Tel. 261-3285.

PITTSBURGH, PA., 15222, 2201 Federal Bldg., 1000 Liberty Ave. Area Code 412 Tel. 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S.W. Morrison St. Area Code 503 Tel. 226-3361.

RENO, NEV., 89502, 2028 Federal Bldg., 300 Booth St. Area Code 702 Tel. 784-5203.

RICHMOND, VA., 23240, 2105 Federal Bldg., 400 N. 8th St. Area Code 703 Tel. 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Area Code 314 Tel. 622-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Bldg., 125 S. State St. Area Code 801 Tel. 524-5116.

SAN FRANCISCO, CALIF., 94102, Federal Bldg., Box 36013, 450 Golden Gate Ave. Area Code 415 Tel. 556-5864.

SAN JUAN, P.R., 00902, Room 100, Post Office Bldg. Phone 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Area Code 912 Tel. 232-4321.

SEATTLE, WASH., 98104, 809 Federal Office Bldg., 909 First Ave. Area Code 206 Tel. 583-5615.

tations. Mirza Aboo and Co. (importer), 100 Chatteswari Rd., Chittagong. WTD in preparation. TM D-10.

PORTUGAL—Metal cutting machines, including drilling machines, lathes. Direct purchase and agency. Viesa—Empreendimentos Industriais, Lda. (importer, exporter, distributor), Rua Abel Botelho 17-1°-Esq., Lisbon. WTD in preparation.

SOUTH AFRICA—Blind rivet installation tools, pneumatic and/or electric. Direct purchase and sole distributing franchise. Jay Products (Pty.) Ltd. (importing distributor), P.O. Box 2023, Cape Town, Cape Province. WTD 2/68.

SWEDEN—Pneumatic hand tools. Agency and direct purchase. Ingenjorsfirman Ake Wennberg (agent, wholesaler), Drottninggatan 9, Karlstad. WTD 3/68.

Wheel balancing equipment, other automotive maintenance equipment. Direct purchase and agency. Motor Nova (agent), Kabelgatan 13, Goteborg V. WTD 3/68.

355 Special industry machinery

ITALY—Pottery cold processing presses. American Consulate, Commercial Section-A-37, Via Galatti 1, Trieste.

★★ **PAKISTAN**—Flour mill machinery, capacity of plant should be about 100 tons per day. Catalogues, quotations requested. Associated Mercantile Agencies (importer), 72 Kakrail Rd., Dacca. WTD in preparation. TM D-12.

Spinning mill, financing of expansion. Details of projected expansion available on loan from Trade Opportunities Staff. BDSA 624, Room 4059, U.S. Department of Commerce, Washington, D.C. 20230. Sheikh Bakash Elahi Sons Ltd. (manufacturer), Lotia Chambers. Karachi. WTD in preparation. TM S-4.

★★ Complete machinery for the manufacture of formica. East West Associated Agencies (importer, exporter, wholesaler), 23 D.C. Shopping Center, Thandi Sarak, Hyderbad. WTD in preparation. TM S-8.

★★ Quotations for spice grinding machines. Kamran Agencies (manufacturer), P.O. Box 434, Lahore. WTD in preparation. TM L-29.

★★ Machinery for manufacture of plywood. U.S. investor may join as partner or supply machinery on pay-as-you-earn or long term loan basis. Pakistan Chipboard Ltd. (manufacturer), G. T. Rd., P.O. Box 18, Jhelum, W. Pakistan. WTD in preparation. TM L-68.

★★ Small citric acid plant. Lahore Chemical and Pharmaceutical Works Ltd. (manufacturer), 53 The Mall, Lahore. WTD in preparation. TM L-24.

★★ Complete modern equipment for manufacture of concrete pipe per ASTM specifications up to 72" diameter, internal pressure up to 250' of water. Premier Engineering Works (manufacturer), Kohat Rd., Peshawar Cantonment. WTD in preparation. TM P-10.

★★ Small fruit juice bottling plant and complete concentrating plant for fruit juices and small vegetable canning plant. Requests quotes on equipment, layout. Peshawar Fruit Canning & Preservation Industries Ltd. (manufacturer), P.O. Box 37, G. T. Rd., Peshawar. WTD in preparation. TM P-2.

★★ Complete process equipment plant, engineering layout, technical assistance in installation and start up for a five ton day capacity (one shift) paper cardboard plant. Direct purchase and agency. Crecent Cardboard Industries (importer), Station Rd., P.O. Box 180, Hyderbad. WTD in preparation. TM K-20.

★★ Machinery for canning, freezing seafoods; additional cold storage to accommodate trawler production. Ganisons Industries Ltd. (importer), D/3 Fish Harbour, West Wharf, Karachi. WTD in preparation. TM K-27.

★★ Design and equipping of plants for processing edible oils, cotton seed, sunflower, maize, soybean; design and equipping plants for dehydration of fruits, vegetables. Koh-i-Noor Agencies, S. Wasi-ul-Hasan, Proprietor, (importer, exporter), 15 Bahadur Shah Market, Bunder Rd., Karachi. WTD in preparation. TM K-62.

★★ Equipment to produce seamless gelatine capsules. Pharmedo-Pak (importer), Chartered Bank Chambers, Wood St., Karachi. WTD in preparation. TM K-30.

★★ Hydrogenation equipment for vegetable oil ghee plant for 15 ton capacity; no boiler needed. Pakistan Oil Mills Ltd. (manufacturer), Masan Rd., Hyderabad. WTD in preparation. TM K-4.

★★ Plant equipment for production of frozen concentrate. Prefers joint venture; Requires plant engineering knowhow, capital participation. Major Mohammad Ali Malik (fruit grower), 18 New Civil Lines, Sargodha. WTD in preparation. TM L-10.

★★ Equipment to make papain, an enzyme derived from papaya. Requests catalogues, quotations. Pharmado-Pak (importer), 38 Chartered Bank Chambers, Wood St., Karachi. WTD in preparation. TM K-59.

PANAMA—Equipment, supplies, materials for manufacturing automobile mufflers, tailpipes. Carlos Sicouret (Taller Sicouret) (importer, retailer), P.O. Box 507, David Chirigui, R.P. WTD 12/67.

PORTUGAL—Marble working machinery; including sawing, polishing equipment. Direct purchase and agency. Viesa-Empreendimentos Industriais, Lda. (importer, exporter) Rua Abel Botelho 17-1°-Esq., Lisbon. WTD in preparation.

Small capacity machinery for manufacturing chewing gum. Direct purchase and agency. Sociedade de Alimentacao Estrela Lisbonense, Lda. (importer, distributor), Rua Elias Garcia, Venda Nova, Amadora. WTD 7/67.

SWEDEN—Tire recapping, repairing machinery, equipment. Direct purchase and agency. Motor Nova (agent), Kabelgatan 13, Goteborg V. WTD 3/68.

356 General industrial machinery

FRANCE—Labeling machines for automatically sticking pressure sensitive labels on envelopes; printing and sticking small sensitive sales tickets on packages sold in supermarkets and grocery stores, operated by hand; cutting and printing pressure sensitive labels and other types of documents for office machine use. S.A.P.E.I.C. (manufacturer, importer, exporter), 19 Rue de la Liberte, 12-Millau. WTD 3/68.

★★ **PAKISTAN** — Lubricants and greases, blending machinery; technical assistance to erect plant. Pak United Industries (manufacturer, wholesaler), 110/A Tamiz Market, Nandankanan, Chittagong. WTD in preparation. TM 52.

★★ Heating equipment. Requests catalogues, quotations. Direct purchase and agency. Airtechniques Engineering Corp. (importer), 15 Nadir House, 2nd Floor, McLeod Rd., Karachi. WTD in preparation. TM K-11.

357 Office, computing, accounting machines

GERMANY—Data processing equipment, particularly data acquisition equipment for analytical instruments. Direct purchase and agency. Polytec Gesellschaft fuer Analysen-, Mess- und Regel-Technik mbH & Co., (sales agent, importer, exporter, engineering office), 7501 Gruenwettersbach-Karlsruhe, Schlesienstrasse 20. WTD 3/68.

JAMAICA—Hand and table presses: for impressing seal on paper. Annual requirement approximately 100 presses. P. C. Vendryes & Son (manufacturers' representative), 56 Johns Lane, Kingston. WTD 3/68.

358 Service industry machines

IRAN—Butane gas air conditioners. Mr. Mohamad Ali Mahdavi (importer), P.O. Box 11-1326, Tehran. WTD 3/68.

NORWAY—Cleaning machines for walls: high pressure water type. Direct purchase and agency. Cimex A/S (importer, wholesaler), Welhavensgate 5, Oslo 1. WTD 3/68.

★★ **PAKISTAN**—Refrigeration, air-conditioning equipment. Requests catalogues, quotations. Direct purchase and agency. Airtechniques Engineering Corp. (importer), 15 Nadir House, 2nd Floor, McLeod Rd., Karachi. WTD in preparation. TM K-10.

★★ Equipment for dry cleaning installation. Direct purchase and agency. East Pakistan Enterprise (Karachi) Ltd. (importer), Plot 10, Sector 29, Korangi Industrial Zone, Karachi. WTD in preparation. TM K-40.

★★ Refrigeration, air-conditioning equipment. Direct purchase and agency. Zinath Commercial Corp. (importer), 2/69F, P.E.C.H.S., Karachi-29. WTD in preparation. TM K-29.

Packaged air conditioning units in ten, twenty and thirty ton sizes. Firm contemplates purchase of equivalent of three 30 ton units. Cable price quotations desired by end of April. Lahore Chemical & Pharmaceutical Works Ltd. (manufacturer), P.O. Box 344, 53 The Mall, Lahore. Cable Address: Lotus Lahore. WTD in preparation.

SOUTH AFRICA—Hand sanding machines with linear or orbital movement, pneumatic and/or electric. Direct purchase and sole distributing franchise. Jay Products (Pty.) Ltd. (importing distributor), P.O. Box 2023, Cape Town, Cape Province. WTD 2/68.

361 Electric transmission and distribution equipment

● **COLOMBIA**—Design, manufacture and supply of 25 each 115 kv. and 9 each 33 kv. power switches. Bid deadline May 10. Specifications may be purchased from Empresa de Energia Electrica de Bogota, Calle 13, No. 37-35, Piso 2, Bogota for approximate $30.75. Old bids must be presented personally at Office 216 of the Empresa.

ENGLAND—Inverters, ballast units, for fluorescent lighting of public vehicles such as buses, coaches, trains. Agency and direct purchase. Bradbury Developments Ltd. (manufacturer, sales agent, distributor), Gores End Rd., Bourne End, Buckinghamshire. WTD 3/68.

● **IRELAND**—Supply of resin-filled 10 kv. cable joint boxes. Tender No. ENQ 588/PS, bid deadline not set. Electricity Supply Board, 27 Lower Fitzwilliam St., Dublin 2.★ (Telephone: 202-967-4241).

★★ **PAKISTAN**—Circuit breakers (oil and air), insulators, cables, copper rods for grounding. Requests catalogues, quotations. Greaves Crompton Parkinson Ltd. (importer), 19 West Wharf Rd., Karachi. WTD in preparation. TM K-57.

PORTUGAL—Electric & electronic voltme-

ters, ammeters, wattmeters, oscillographs, multimeters, sectionalizing switches, signal generating equipment, tube and transistor analyzers. Direct purchase and agency. Viesa-Empreendimentos Industriais, Lda. (importer, exporter, distributor), Rua Abel Botelho 17-1°-Esq., Lisbon. WTD in preparation.

● **TANGANYIKA**—Supply of 230 miles of conductor, 20 miles steel wire, connectors, 2400 wood poles, miscellaneous pole steelwork, 16,000 insulators, insulator fittings, street lighting fixtures, lineman's belts and ladders. Contract No. 10570, bid deadline May 1. Tanganyika Electric Supply Co. Limited (TANESCO). Tender documents available from Balfour, Beatty & Co. Ltd., Bow Bells House, Bread St., London, E.C.4 upon payment of $50 per set. Payment is refundable upon submission of a valid tender. Payments for work will be made from a loan by the International Bank for Reconstruction and Development.

362 Electrical industrial apparatus

ENGLAND—Fans, miniature and electronic equipment for cooling; solid state, electro mechanical industrial, process timers. Agency and direct purchase. Bradbury Developments Ltd. (manufacturer, sales agent, distributor), Cores End Rd., Bourne End, Buckinghamshire. WTD 3/68.

GUATEMALA—Welding equipment, portable; carbon, graphite products. Direct purchase and agency. Requests replies in Spanish. Rossi, Talleres L.—Herederos L. Rossi (manufacturer), Ruta 3 No. 0-62, Zona 4, Guatemala City. WTD 3/68.

★★ **PAKISTAN**—Diesel engine, generator sets; electrical equipment; cables. Direct purchase and agency. Amin Export (importer), 120 Shantinagar, GPO Box 838, Dacca-2. WTD in preparation. TM D-20.

● **TURKEY**—Coupling capacitors for 380 volt, 3-phase, 50-cycle system. Complete with corona free connections, terminal studs and accessories. Tender No. GN-143, bid deadline not set. Etibank Genel Mudurlugu, Umumi Muhaberat Servise, Sihhiye, Ankara. (Etibank General Management, General Correspondence Bureau.★ (Tel.: 202-967-4241).

363 Household appliances

IRAN—Gas appliances. Mr. Mohamad Ali Mahdavi (importer), P.O. Box 11-1326, Tehran. WTD 3/68.

ISRAEL—All kinds of household goods and appliances, both electrical, non-electrical for duty-free sale to new settlers, tourists. Direct purchase and agency. Kober & Jellinek, Orient Shipping Agency (importer, wholesaler, agent), 29 Lilienblum St., P.O. Box 1421, Tel Aviv. WTD 3/68.

★★ **PAKISTAN**—Refrigerators, stoves, other household appliances. Requests catalogues, quotations. Direct purchase and agency. Samico (Pakistan) Ltd. (importer), 8, Laldighi East, Chittagong. WTD in preparation. TM D-59.

364 Electric lighting, wiring equipment

JAMAICA—Large searchlight capable of displaying message on clouds. P. C. Vendryes & Son (manufacturers' representative), 56 Johns Lane, Kingston. WTD 3/68.

● **MALAYSIA**—Supply, install and commission a variable high intensity airfield lighting system for Penang Airport, Bayan Lepas, Penang. Bid deadline May 10. Electricity Supply Department, City Council, Penang.★ (Tel.: 202-967-4241).

PORTUGAL—Lightning arresters, other lightning protective equipment. Direct purchase and agency. Viesa—Empreendimentos Industriais, Lda. (importer, exporter, distributor), Rua Abel Botelho 17-1°-Esq., Lisbon. WTD in preparation.

● **SPAIN**—Supply of miscellaneous automatic lighting beacon lanterns. Tender No. 70-3-5, bid deadline May 25. Tender conditions and specifications available from Seccion de Contratacion, Direccion General de Puertos y Senales Maritimas, Ministerio de Obras Publicas, Madrid (3) upon payment of a reimbursable deposit of $7,943. All correspondence preferred in Spanish.

SWEDEN—Quartz iodine bulbs for automobile head lights. Direct purchase and agency. Motor Nova (agent), Kabelgatan 13, Goteborg V. WTD 3/68.

365 Radio, television receiving sets

BRAZIL—Phonograph records. Imcomex Ltda., Importacao, Comercio e Exportacao (importer), Rua Curitiba 778, s/803, P.O. Box 1763, Belo Horizonte, Minas Gerais. WTD 2/68.

IRELAND—Electronic consumer durables, audio/visual equipment. Brownlee Brothers Ltd. (importing distributor), 32 Molesworth St., Dublin 2. WTD 3/68.

★★ **PAKISTAN**—Television sets. Requests catalogues, quotations. Samico (Pakistan) Ltd. (importer), 8, Laldighi East, Chittagong. WTD in preparation. TM D-60.

★★ Radio, television receiving sets. Direct purchase and agency. Zinath Commercial Corp. (importer), 2/69F, P.E.C.H.S., Karachi-29. WTD in preparation. TM K-42.

367 Electronic components, accessories

SWITZERLAND—Television receiving picture tubes. Agency and direct purchase. Requests replies in German. Ernst Schmid (importer, distributor), Werkstrasse 20, 3084 Wabern. WTD in preparation.

371 Motor vehicles, motor vehicle equipment

★★ **PAKISTAN**—Automobile parts, accessories. Requests catalogues, quotations. Direct purchase and agency. Mohammad Ahmad Autos (importer), 4 Rehman Court, Grieg St., Karachi. WTD in preparation. TM K-55.

★★ Automotive replacement units other than original manufacture. Syed Automobiles (importing distributor), Jinnah Park, Peshawar. WTD in preparation. TM P-6.

★★ Motors, automotive equipment. Direct purchase and agency. Fazal Gulzar Textile Mills Ltd. (importer), P.O. Box 8, Kali Rd., Hyderabad. WTD in preparation. TM K-22.

★★ Automotive spare parts. Direct purchase and agency. Salimulla and Co. (importer), 620 Qamar House, Bunder Rd., Karachi. WTD in preparation. TM K-6.

★★ Air, oil and fuel filters with intent to later manufacture under joint venture or license. Swat Traders (importing distributor), Mingora, Swat. WTD in preparation. TM P-7.

SWEDEN—Parts, accessories for European automobiles, such as water pumps; tuning gears; driven plates, clutch assemblies; brake timings, disc brake pads, hydraulic brake assemblies, drums; exhaust systems; wipers; thermostats. Direct purchase and agency. Motor Nova (agent), Kabelgatan 13, Goteborg V. WTD 3/68.

Smaller type street sweepers. Agency and direct purchase. Naveqvarns Motor AB (agent, wholesaler), Fleninge, Odakra. WTD 3/68.

373 Ship building, repairing

BRAZIL—Motor boats. Imcomex Ltda. Importacao, Comercio e Exportacao, Rua Curitiba 778, s/803 P.O. Box 1763, Belo Horizonte, Minas Gerais. WTD 2/68.

374 Railroad equipment

★★ **PAKISTAN**—Railroad equipment. Direct purchase and agency. AITC Ltd. (importer), 21 Chartered Bank Chambers, McLeod Rd., Karachi. WTD in preparation. TM K-34.

★★ Locomotive, diesel. Amin Export (importer), 120 Shantinagar, GPO Box 838, Dacca-2. WTD in preparation. TM D-23.

381 Engineering, laboratory, scientific, research instruments

BRAZIL—Engineering, laboratory instruments. Direct purchase and agency. Imcomex Ltda., Importacao, Comercio e Exportacao (importer), Rua Curitiba 778, s/803. P.O. Box 1763, Belo Horizonte, Minas Gerais. WTD 2/68.

● **COLOMBIA**—Supply of nuclear physics laboratory equipment for University of Antioquia. Tender No. L-4B-03-68, bid deadline May 2. Specifications may be purchased for 100 Colombian pesos (about $6.15) from the Seccion de Compras (Purchasing Section), Universidad Antioquia, Apartado Aereo 1226, Medellin, Colombia.

GERMANY—Scientific, research instruments such as cryogenic, vacuum, electronic; instruments, systems for measurement and control in research, production, process control. Direct purchase and agency. Polytec Gesellschaft fuer Analysen-, Mess- and Regel-Technik mbH & Co. (sales agent, importer, exporter, engineering office), 7501 Gruenwettersbach-Karlsruhe, Schlesienstrasse 20. WTD 3/68.

★★ **PAKISTAN**—Scientific, laboratory equipment; dried blood plasma. Exclusive representation. Afro-Asian Trading Corp. (importing distributor), Oriental House, 12 Bank Sq., The Mall, Lahore. WTD 7/67. TM L-21.

382 Instruments for measuring, controlling, indicating physical characteristics

ENGLAND—Temperature controllers, recorders, programmers. Agency and direct purchase. Bradbury Developments Ltd. (manufacturer, sales agent, distributor), Gores End Rd., Bourne End, Buckinghamshire. WTD 3/68.

IRAN—Gas meters. Mr. Mohamad Ali Mahadavi (importer), P.O. Box 11-1326, Tehran. WTD 3/68.

SWEDEN—CO^2 exhaust gas analyzers. Direct purchase and agency. Motor Nova (agents), Kabelgatan 13, Goteborg V. WTD 3/68.

VENEZUELA—Air pollution control devices. Agency for entire country. Common Market Buying Services (sales agent), Tenidero a Chimborazo N° 51, Caracas, or Apartado 4857 Chacao, Caracas. WTD 12/67.

383 Optical instruments, lenses

BRAZIL—Optical instruments, lenses. Direct purchase and agency. Imcomex Ltda., Importacao, Comercio e Exportacao (importer), Rua

Curitiba 778, s/803, P.O. Box 1763, Belo Horizonte, Minas Gerais. WTD 2/68.

GERMANY—Optical analysis instruments; spectrometers, chromatographs, electron, equipment. Direct purchase and agency. Polytec Gesellschaft fuer Analysen-, Mess- und Regel-Technik mbH & Co. (sales agent, importer, exporter, engineering office), 7501 Gruenwettersbach-Karlsruhe, Schlesienstrasse 20. WTD 3/68.

384 Surgical, medical, dental instruments

BRAZIL—Surgical, medical equipment. Direct purchase and agency. Imcomex Ltda., Importacao, Comercio e Exportacao (importer), Rua Curitiba 778, s/803, P.O. Box 1763, Belo Horizonte, Minas Gerais. WTD 2/68.

ENGLAND—Instruments for audiology and education of deaf; hearing aids; instruments for psychoacoustics. Agency and direct purchase. Leyton Instrument Co. Ltd. (importer, exporter, distributor), 54 Albert Rd., Caversham, Reading, Berkshire. WTD 3/68.

● **LIBYA**—Supply of medical equipment, instruments and supplies to furnish INAS hospitals for National Social Insurance Authority. Tender No. 1/68, bid deadline Apr. 20. Specifications and other pertinent details available at fee of $8.40 from the Secretary, Tenders Board, INAS Central Office, Tripoli (or Benghazi), Libya.

386 Photographic equipment

ENGLAND—Professional, commercial photographic enlargers for black, white, color printing, taking negatives up to 10" x 18". Industrial Photo Equipment Ltd. (manufacturer, exporter), Ipel House, 68 Paul St., London, E.C.2. WTD 3/68.

● **MALAYSIA**—Supply of 9,150 boxes of X-ray films of various sizes; 500 boxes of dental X-ray films of various sizes; 70 mm and 100 mm fluorographic films in rolls, spools, and boxes. Bid deadline May 13. Ag. Senior Superintending Pharmaceutical Chemist, Ministry of Health, Pharmaceutical Laboratories and Stores, Jalan University, Petaling Jaya, Salangor, Malaysia.★ (Telephone: 202-967-2939).

★★ **PAKISTAN**—Equipment for processing and reducing 35 mm film to 16 mm; studio recording equipment for 16 mm film; 16 mm production equipment; equipment for production of animated commercials for television. Interested in agency agreement to represent manufacturers in joint venture for expansion of plant. Barlexe Radios (manufacturer, wholesaler), Lakshmi Mansions, Hall Rd., Lahore. WTD 9/67. TM L-11.

394 Toys, amusement, sporting, athletic goods

AUSTRALIA—Spearguns, handspears, powerheads, camera housings. Ron Harding's Sports Centre Pty. Ltd. (manufacturer, retailer, distributor, exporter, importer), 16 Belgrave St., Manly, N.S.W. 2095. WTD 2/68.

BRAZIL—Toys, all kinds. Imcomex Ltda., Importacao, Comercio e Exportacao, (importer), Rua Curitiba 778, s/803, P.O. Box 1763, Belo Horizonte, Minas Gerais. WTD 2/68.

SWEDEN—Toys. AB Th. Persson (retailer, wholesaler, exporter, importer), Arstad. WTD 3/68.

399 Manufacturing industries

★★ **PAKISTAN**—Fire fighter equipment; interested specifically in trailer tank, pumping units of 300 to 400 gals. per hour; gasoline engine preferred. Direct purchase and agency. S. M. Jaffer and Co. (importer), P.O. Box 4488, Pak Chambers, 7 West Wharf, Karachi. WTD in preparation. TM K-9.

506 Electrical goods

PORTUGAL—Circuit breakers, generators. Direct purchase and agency. Viesa—Empreendimentos Industriais, Lda. (importer, exporter, distributor), Rua Abel Botelho 17-1°-Esq., Lisbon. WTD in preparation.

509 Wholesalers

★★ **PAKISTAN**—Dehulled split guar seeds. Karachi Oil and Seed Industries Ltd. (manufacturer), 25 Rambhardi St., Khori Gardens, Karachi-2. WTD in preparation. TM K-8.

★★ Office equipment supplies. Karachi Carbon and Ribbon Mfg. Co. (importer), B/65, S.I.T.E., Karachi. WTD in preparation. TM K-32.

Leads for Importers

Commodities are offered direct unless specified

109 Miscellaneous metal ores

SOMALI REPUBLIC—Fifteen tons 13% BeO content berylium ore; one ton of 31.5% Ta_2O_5 content Columbite-Tantalite ore. Estimate annual production at 50 tons berylium ore; five tons Tantulum ore per year. Sheikh Yusuf Sheikh Madar Mining Co., P.O. Box 72, Hargeisa. WTD 3/68.

200 Food

★★ **PAKISTAN**—Pakistani pickles, chutney, mango seasoning, curry seasoning, anise, chili powder. Aziz Bakhsh Mian (manufacturer), B/677 Satellite Town, Rawalpindi. WTD in preparation. TM R-1.

202 Dairy products

BRAZIL—Condensed milk. Imcomex Ltda. Importacao, Comercio e Exportacao (exporter), Rua Curitiba 778, office 803, P.O. Box 1763, Belo Horizonte, Minas Gerais. WTD 2/68.

203 Canning, preserving foods

★★ **PAKISTAN**—Canned shrimp; 150 tons available per year in 2½ oz. drained weight, private label pack available, 4½ oz. drained weight. Union Cold Storage Co. Ltd. (exporter), Abdul Hye Chambers, Dockyard Road, Karachi. WTD in preparation. TM K-1.

204 Grain mill products

★★ **PAKISTAN**—Crushed bone or bone meal, steamed hoofs, horn meal. Bones are steamed prior to shipment. Quantity available 100 tons/mo. East Pak Bone Mills and Fertilizer Works (manufacturer), 680/A Jubilee Road, 2nd Floor, Chittagong. WTD in preparation. TM D-9.

207 Confectionery

BRAZIL—Candy. Imcomex Ltda., Importacao, Comercio e Exportacao (exporter), Rua Curitiba 778, s/803, P.O. Box 1763, Belo Horizonte, Minas Gerais. WTD 3/68.

209 Food preparations

★★ **PAKISTAN**—All types spices such as turmeric, chile, curry, colriander seed. Amin Trading Corp. (exporter, importer), 14 Nadir House, McLeod Rd., Karachi. WTD in preparation. TM's K-25, K-50a, K-66.

220 Textile mill products

★★ **PAKISTAN**—Finished cotton cloth, cotton yarn of all kinds. Fazal Gulzar Textile Mills Ltd. (manufacturer), P.O. Box No. 8, Kali Rd., Hyderabad. WTD in preparation. TM K-16.

★★ **PAKISTAN**—Cotton cloth. Ghaffar Industries (manufacturer), 235 B 1st floor, Gordhandas Market, Karachi. WTD in preparation. TM K-58.

228 Yarn, thread mills, products

★★ **PAKISTAN**—Thread, buckrun cloth. Amin Trading Corp. (importer), 14 Nadir House, McLeod Rd., Karachi. WTD in preparation. TM K-50.

229 Textile goods

★★ **PAKISTAN**—Pure silk fabrics. Alico Ltd. (exporter), Elphinstone St., Karachi. WTD in preparation. TM K-36.

★★ Ready made lounging pyjamas, sleeping pyjamas, night gowns, men's sport shirts. Indus Dyers and Mfg. Co. Ltd., S.I.T.E. (exporter), Hyderabad. WTD in preparation. TM K-41.

★★ Men's T-shirts, polo shirts, loungewear, candlewick bedspreads, bath mats, towels. Kaysons Ltd (manufacturer), A/42, Hill St., S.I.T.E., Karachi. WTD in preparation. TM K-45.

★★ Sheeting and pillow-case material, plain, colored, striped. Make up as specified or in bolts. Table cloths, napkins, plain, colored, dobby designed; terry cloth towel cloth, plain, striped, colored. The Dacca Dyeing and Mfg. Co. Ltd. (manufacturer), 2 New Eskaton Rd., Dacca-2. WTD in preparation. TM D-5.

★★ Jute carpet backing cloth, cotton textile piece goods such as grey sheeting, shirting fabrics, canvas cloth. Mubarak Enterprises (exporter), GPO Box 371, 9F Motijheel Commercial Area, Dacca-2. WTD in preparation. TM D-3.

★★ Jute, jute products. Purbachal Corp. (exporter), 147 Dhanmondi R.A. Satmasjid Rd., Dacca-2. WTD in preparation. TM D-41.

★★ Manila, san hemp, coir rope. The Co-operators' Enterprise Ltd. (importer), 257, Serajuddowla Rd., Chittagong. WTD in preparation. TM D-54.

232 Men's, youths', boys' furnishing, work clothing

★★ **PAKISTAN**—Ready made men's shirts. Decent Garments, Ltd. (exporter), Bengal House, Karachi. WTD in preparation. TM K-38.

★★ Workmen's clothing such as coveralls, aprons. Kaysons Ltd. (manufacturer), A/42, Hill St., S.I.T.E., Karachi. WTD in preparation. TM K-47.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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234 Women's, misses', children's, infants' under garments

★★ **PAKISTAN**—Private label brassieres, foundation garments, ladies underwear, sleeping garments. Decent Garments, Ltd. (exporter), Bengal House, Karachi. WTD in preparation.

239 Fabricated textile products

★★ **PAKISTAN**—Garment bags, closet accessories of all materials. Habib Corp. (exporter), Satkhira, Khulna. WTD in preparation. TM D-47.

241 Logging camps, logging contractors

BRAZIL—Jacaranda, pine, cedar, hardwood in general. Imcomex Ltda., Importacao, Comercio e Exportacao (exporter), Rua Curitiba 778, office 803, P.O. Box 1763, Belo Horizonte, Minas Gerais. WTD 2/68.

243 Millwork veneer, plywood, prefabricated structural wood products

★★ **PAKISTAN**—Teak plywood doors. I. M. Plywood Enterprises (manufacturer), GPO Box 713, Lahore. WTD in preparation. TM L-12.

249 Wood products

★★ **PAKISTAN**—Wood products. International Export Corp. (exporter), 28 Loriters Chambers, Dundly Rd., Karachi. WTD in preparation.

251 Household furniture

★★ **PAKISTAN**—Novelty furniture wood. Abduk Karim Abdul Ghani (exporter), Shop C-10-2550 Seray Ghat, Hyderabad. WTD in preparation. TM K-18.

283 Drugs

BRAZIL—Pharmaceutical preparations. Imcomex Ltda., Importacao, Comercio e Exportacao (exporter), Rua Curitiba 778, room 803, P.O. Box 1763, Belo Horizonte, Minas Gerais. WTD 2/68.

★★ **PAKISTAN**—Medicinal herbs, particularly terminalia chebula, beleric; emblica officianals; cassia fistula; poedevia foetida; bryophyllum calcium. Anoesur Rahman Ltd. (exporter), New Pak Building, P.O. Box 431, Chittagong. WTD in preparation. TM D-37.

★★ All grades of sodium silicates; can be supplied in 50 gal. steel drums or in bulk. Farroukh Chemical Industries (exporter), Usmanabad, Karachi. WTD in preparation. TM K31.

306 Fabricated rubber products

★★ **PAKISTAN**—Hand made carpets, prayer rugs. Kaysons Ltd. (manufacturer), A/42 Hill St., SITE, Karachi. WTD in preparation. TM K-46.

★★ Rubberized coir for furniture stuffings and insulations. Rahimani Industries Ltd. (manufacturer), 68 Wazir Mansion, Nicol Road, Karachi. WTD in preparation. TM S-5.

★★ Hand made carpets, prayer rugs. International Export Corp. (exporter), 28 Loriters Chambers, Dundly Rd., Karachi. WTD in preparation. TM K-51.

311 Leather tanning, finishing

★★ **PAKISTAN**—Semi-tanned leather, goatskin. United Pakistan Tannery (manufacturer), 9-F Motijheel Commercial Area, GPO Box 371, Dacca. WTD in preparation. TM D-53.

★★ Leather goods: briefcases, suitcases, other articles. Herbertsons (Pakistan) Ltd. (exporter), Karachi House, McLeod Rd., Karachi. WTD in preparation.

314 Footwear, except rubber

BRAZIL—Shoes made of excellent leather. Imcomex Ltda., Importacao, Comercio e Exportacao (exporter), Rua Curitiba 778, s/803, P.O. Box 1763; Belo Horizonte, Minas Gerais. WTD 2/68.

IRAN—Hand made shoes. Mr. Mohamad Ali Mahdavi (exporter), P.O. Box 11-1326, Tehran. WTD 3/68.

★★ **PAKISTAN**—Shoes, sandles, novelty footwear. Khan Enterprises (manufacturer), 1, Nadir House, 3rd Floor, McLeod Rd., Karachi. WTD in preparation. TM K-49.

★★ Pakistani shoes. Alico Ltd. (exporter), Elphinstone St., Karachi. WTD in preparation. TM K-35.

★★ Ladies slippers, slip-ons in oriental motif. Metro Shoe Industries (manufacturer), P.O. Box 7180, Karachi-3. WTD in preparation. TM K-2.

★★ Leather shoes, mens, boys. Herbertsons (Pakistan) Ltd. (exporter), Karachi House, McLeod Rd., Karachi. WTD in preparation. TM K-13.

SWEDEN—Wooden shoes. AB Th. Persson (retailer, wholesaler, exporter, importer), Arstad. WTD 3/68.

326 Pottery, related products

★★ **PAKISTAN**—Earthenware, related items. Abdul Karim Abdul Ghani (manufacturer), Shop C-10-2550 Seray Ghat, Hyderabad. WTD in preparation. TM K-19.

328 Cut stone products

PORTUGAL—Marble, marble products. Viesa—Empreendimentos Industriais, Lda. (importer, exporter, distributor), Rua Abel Botelho 17-1°-Esq., Lisbon. WTD in preparation.

329 Abrasive, asbestos, nonmetallic mineral products

BRAZIL—Talc; quartz. Imcomex Ltda. Importacao, Comercio e Exportacao (exporter), Rua Curitiba 778, office 803, P.O. Box 1763, Belo Horizonte, Minas Gerais. WTD 2/68.

342 Cutlery, hand tools, general hardware

★★ **PAKISTAN**—Steel safety razor blades in unlimited quantity. Fazal Gulzar Textile Mills Ltd. (manufacturer), P.O. Box No. 8, Kali Rd. Hyderabad. WTD in preparation. TM K-17.

353 Construction, mining, materials handling machinery equipment

FRANCE—One hundred per cent hydraulic cranes, truck-, tractor-, or trailer-mounted; folding-type, modern, heavy-duty equipment for public works, general construction work. Capacity: 3,200/3,400 km. at height of 2 m., and 1,600 km at height of 4 m. Patented equipment sold under the trade name of "Monda". Illustrated brochure in French available on loan from Trade Opportunities Staff, BDSA-624, Rm 4059, U.S. Department of Commerce, Washington, D.C. 20230. SO. MA. Co. (dealer, manufacturer), B.P. 2.024 Toulouse-Minimes; 127 Chemin Sang de Serp; 31- Toulouse, HG. WTD 3/68.

355 Special industry machinery

PORTUGAL—Molds for plastic industry. Viesa—Empreendimentos Industriais, Lda. (importer, exporter, distributor), Rua Abel Botelho 17-1°-Esq., Lisbon. WTD in preparation.

384 Surgical, medical, dental instruments

★★ **PAKISTAN**—Surgical instruments. Phillips and Jones Ltd. (manufacturer), Cantt Rd., Sialkot. WTD in preparation. TM L-8.

★★ Surgical instruments; will eventually desire joint venture for expanded manufacture of surgical instruments; will require know-how, equipment. Fazals Surgical Works (Regd.) (manufacturer), 741 Puran Nagar, Sialkot 1. WTD in preparation. TM L-1.

391 Jewelry, silverware, plated ware

★★ **PAKISTAN**—Complete jewelry sets to own or importer's designs. Aneesur Rahman Ltd. (exporter), New Pak Bldg., Ramjoy Mahajan Byeland, P.O. Box 531, Chittagong. WTD in preparation. TM D-39.

★★ Pakistani gifts of ivory, silver jewelry; karacul gold, silk embroidery; handkerchiefs; inlay, carved wood; fur caps; Persian lamb. Azid Bakhsh Mian (manufacturer), B/677 Satellite Town, Rawalpindi. WTD in preparation. TM R-2.

394 Toys, amusement, sporting goods

★★ **PAKISTAN**—Commission agents sought for line of collapsible seats, umbrellas, athletic goods. Prices quoted c&f U.S. Impecco Industries (manufacturer), Sialkot City. WTD in preparation. TM L-13.

395 Pens, pencils, office, artists' materials

★★ **PAKISTAN**—Wishes to appoint distributors for competitively priced ballpoint pens. Will imprint advertising at normal charges. Sayyed Engineering Ltd. (manufacturer), 49 Gulberg Rd., Lahore 3. WTD in preparation. TM L-18.

396 Costume jewelry, novelties, buttons, notions

★★ **PAKISTAN**—Ungraded, unsized natural pearls available in unlimited quantities. Anesur Rahman Ltd. (exporter), New Pak Bldg., Ramjoy Mahajan Byeland, P.O. 531, Chittagong. WTD in preparation. TM D-38.

★★ Novelties. Amin Export (exporter), 120 Shantinagar, GPO Box 838, Dacca-2. WTD in preparation. TM D-24.

505 Farm products, raw materials

★★ **PAKISTAN**—Untanned (raw salted) Persian lamb skins; has adequate supply to fill orders promptly, on continuing basis. M/S Khawaja Yusaf Corp. (exporter), Kawaja

Khalid Sultan, Director, Chowk Yadgar, Peshawar. WTD in preparation. TM P-1.

509 Wholesalers

BRAZIL—Precious stones (gems). Imcomex Ltda., Importacao, Comercio e Exportacao (exporter), Rua Curitiba 778, s/803, P.O. Box 1763; Belo Horizonte, Minas Gerais. WTD 2/68.

★★ **PAKISTAN**—Handicrafts, carved wood, onyx, marble products. Issac Corp. (exporter), Nadir House, McLeod Rd., Karachi. WTD 1/5/68. TM S-3.

599 Retail stores

★★ **PAKISTAN**—Gift items such as dinner mats—native fine woven bamboo, ladies handbags, flower vases, decoration pieces, dolls. Samico (Pakistan) Ltd. (exporter) 8 Laldighi East, Chittagong. WTD in preparation. TM D-33.

739 Business services

★★ **PAKISTAN**—Poultry industry, consulting services. Pakistan Poultry Consultant (importer), 21D, Block 6, Commercial area, P.E.C.H.S., Karachi. WTD in preparation. TM S-6.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

BAHRAIN—Victor Murad Murad, Ambassador Stores, P.O. Box 237, Manama, interested in **hi-fi equipment** and requesting technical information. Mar. 30 via San Francisco for two months. c/o CBS International, 51 West 52nd St., New York, N.Y. 10019. Itinerary: San Francisco, Chicago, New York. WTD in preparation.

PAKISTAN—Osman Suleman, Director, Dawood Industries Ltd., Dawood Centre, Karachi. Resident Director, Karnaphuli Rayon and Chemicals Ltd. and Karnaphuli Paper Mills Ltd., Dawood Nagar, Chandraghona, interested in contacting manufacturers of **paper, paper products, synthetic fibers** to discuss current U.S. production techniques. Apr. 25 via New York for 30 days. c/o Pakistan Consulate General, New York, N.Y. Itinerary: New York, Boston, Washington, cities on West Coast. WTD 6/17/66 on Dawood Industries Ltd. under revision.

SOUTH AFRICA—Leon Altman, Director, Altman Bros. (Pty.) Ltd., and subsidiary Master Paint Industries (Pty.) Ltd., 2 Sir Lowry Road, Cape Town, Cape Province, interested in establishing licensing arrangement with U.S. manufacturer of **paint** to make his products in South Africa, in direct purchase of **wallpaper, decorative hardware and architectural materials for interiors.** End April via New York for two weeks. c/o Sheraton-Atlantic Hotel, Broadway & West 34th St., New York, N.Y. 10001. Itinerary: New York, Boston, Chicago, others if necessary. WTD 3/18/68.

Sales Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

222 Broad woven fabric mills, manmade fiber, silk

AUSTRALIA—Paper disposable garments cloths, dressings for hospital use. Requests leaflets. Exclusive representation. C. & C. Rural Management Services Pty. Ltd. (manufacturer, distributor, importer), Suite 23, 245/7 Pitt St., Sydney, N.S.W. 2000. WTD 3/68.

229 Textile goods

SPAIN—All classes of textile products for interior decoration of homes. Miler (retailer, agent), Hermanos Miralles 1, Madrid 1. WTD 3/68.

273 Books

★★ **PAKISTAN**—General textbooks, technical books, general interest books. Ideas (importer, wholesaler), 18-B Stadium, Dacca. WTD in preparation. TM D-6.

274 Publishing

★★ **PAKISTAN**—Technical books. Mirza Book Agency (importer, wholesaler), 65 The Mall, Lahore. WTD in preparation. TM L-20.

281 Industrial chemicals

ISRAEL—All types of chemicals for household, cars. Kober & Jellinek, Orient Shipping Agency (forwarding agency, importer, distributor, agent), 29 Lilienblum St., P.O. Box 1421, Tel Aviv. WTD 3/68.

★★ **PAKISTAN**—Industrial Chemicals. Yasinsons (importing distributor), P.O. Box 190, 13 Brandreth Rd., Lahore. WTD in preparation. TM L-26.

★★ Dyes, allied chemicals. Galaxy International, Sajid Ali Khan, Mgr. (importer, exporter), 728 Muhammadi House. McLeod Rd., Karachi. WTD in preparation. TM K-60.

282 Synthetic materials

★★ **PAKISTAN**—Synthetic rubber. Galaxy International. Sajid Ali Khan, Mgr. (importer, exporter), 728 Muhammadi House, McLeod Rd., Karachi. WTD in preparation. TM K-61.

283 Drugs

★★ **PAKISTAN**—Heavy chemicals, pharmaceutical chemicals. Commerce International (importer), 3 Office Chambers, Hotel Intercontinental, Dacca. WTD in preparation. TM D-16.

287 Agricultural chemicals

★★ **PAKISTAN**—Agricultural chemicals. Seeks indent agency. Plummer Bros. and Co., Chittagong Ltd. (importer), Rahkrishna Mission Rd., Dacca. WTD in preparation. TM D-51.

★★ Fertilizer materials. Yasinsons (importing distributor). P.O. Box 190, 13 Brandreth Rd., Lahore. WTD in preparation. TM L-27.

★★ Agricultural chemical suppliers. Birds Pakistan Agencies Ltd. (importer), 103 Motijheel Commercial Area, Dacca. WTD in preparation. TM D-34.

★★ Fertilizer, pesticides. Purbachal Corp. (importer), 147 Dhanmondi R.A. Satmasjid Rd., Dacca-2. WTD in preparation. TM D-40.

★★ Insecticides, pesticides, urea, tri super phosphate, super phosphate. Exclusive representation. Metropolitan Trading Co. (importer), Dost Bldg., M.A. Jinnah Rd., Chittagong. WTD in preparation. TM D-18.

★★ Insecticides, pesticides. Exclusive representation. Fukhri & Sons (importer), Jibilee Rd., Chittagong. WTD in preparation. TM D-13.

★★ Insecticides, pesticides; agricultural. Requests catalogs, quotations, c.&f. Karachi. Mubarak Enterprises (importer), GPO Box 371, 9F Motijheel Commercial Area, Dacca-2. WTD in preparation. TM D-2.

★★ Pesticides, fertilizers. Exclusive representation. Commercial International (importer), 3 Office Chambers, Hotel Intercontinental, Dacca. WTD in preparation. TM D-15.

289 Chemical products

HONDURAS—Fountain pen ink, indelible ink. Libreria Molino, Attn: D. Luis Villafranca (manufacturers' representative), 5a. Calle #807, Tegucigalpa, D. C. WTD 3/68.

301 Tires, tubes

★★ **PAKISTAN**—Heavy duty tires for trucks, tractors, construction equipment. Wellman Corp. (importing distributor), 327 Alfalah Bldg., The Mall, Lahore. WTD 6/67. TM L-31.

306 Fabricated rubber products

NETHERLANDS—Pneumatic hoses, hydraulic air and fluid hoses. Exclusive representation. Dynamo, N.V. (importer, distributor), Electrotechnische Handelmaatschappij, 129 Riouwstraat, The Hague. WTD 3/68.

323 Glass products

SPAIN—All classes of glass products for interior decoration of homes. Miler (retailer, agent), Hermanos Miralles 1, Madrid 1. WTD 3/68.

326 Pottery, related products

SPAIN—All classes of pottery, related products for interior decoration of homes. Miler (retailer, agent), Hermanos Miralles 1, Madrid 1. WTD 3/68.

331 Steel mill products

★★ **PAKISTAN**—Iron, steel. Shell Co. (importer), 9-H Motijheel Commercial Area, Dacca. WTD in preparation. TM D-8.

★★ Iron and steel sheets, plates. Yasinsons (manufacturer), P.O. Box 190, 13 Brandreth Rd., Lahore. WTD in preparation. TM L-25.

★★ Special alloy steel. Pakistan Export and Import Corp. (importer, exporter), Raffia Manzil. Pakki Thatti, P.O. Multan Rd., Lahore. WTD in preparation. TM L-33.

333 Primary smelting, refining of nonferrous metals

★★ **PAKISTAN**—Virgin aluminum ingots, aluminum alloy ingots—99.5% purity, aluminum seals, aluminum plain sheets, ½ hard temper—99% purity. Exclusive representation. Pakistan Metal Corp. (importing distributor), P.O. Box 895, 3/A Fazal Bldg., Cooper Rd., Lahore. WTD in preparation. TM L-5.

★★ Copper conductors, 0.4" and above. Yasinsons (manufacturer), P.O. Box 190, 13 Brandreth Rd., Lahore. WTD in preparation. TM L-23.

335 Rolling, drawing, extruding of nonferrous metals

NETHERLANDS—Electric cable and wire (communication) all types. Exclusive representation. Dynamo, N.V. Electrotechnische Handelmaatschappij (importer, distributor), 129 Riouwstraat, The Hague. WTD 3/68.

336 Nonferrous foundries

BRAZIL—Hospital utensils. Imcomex Ltda. Importacao, Comercio e Exportacao (importer), Rua Curitiba 778, s/803, Box 1763, Belo Horizonte, Minas Gerais. WTD 2/68.

344 Fabricated structural metal products

★★ **PAKISTAN**—Galvanized steel transmission towers particularly in rating of 220 kv. Exclusive agent. Albario Trading Corp. (importing distributor). C&M Gazette Bldg., 48 The Mall, Lahore. WTD 3/67. TM L-35.

352 Farm machinery

★★ **PAKISTAN**—Agricultural tractor, power sprayers, hand and portable sprayer, dusters. Exclusive distribution. Rizvi Enterprises (wholesaler), Opposite Braganza Hotel, Afzal Bldg., McLeod Rd., Lahore. WTD in preparation. TM L-36.

★★ Poultry equipment. Ally Bros. & Co. Ltd. (importing distributor), P.O. Box 461, 63 The Mall, Lahore. WTD in preparation. TM L-14.

★★ Pesticides, pesticides application equipment. Wellman Corp. (importing distributor), 327 Alfalah Bldg., The Mall, Lahore. WTD 6/67. TM L-16.

★★ One axle tractors, diesel or kerosene, equipped with rotorator. Must work in wet rice paddies. Elahee Buksh & Co. Ltd. (importer). Ebco Chambers 9-K Motijheel Commercial Area, Dacca. WTD in preparation. TM D-22.

★★ Portable (pack) power sprayers, dusters; petrol, battery driven; hand agricultural farm tools; one axle power rotary tillers 5-10 hp diesel-kerosene, must be able to work in wet rice paddy. Maqbul Bros. (importer), 86 Asadganj, Chittagon. WTD in preparation. TM's D-30, D-31, D-32.

★★ One axle tractor equipped with rotorator; 6 to 12 hp, diesel or kerosene. Must operate in wet rice paddies. Mubarak Enterprises (importer), G.P.O. Box 371, 9F Motijheel Commercial Area, Dacca-2. WTD in preparation. TM D-1.

★★ One axle tractor equipped with rototiller which can operate in wet rice paddies in 6-12 hp range. The Machinery Co. Ltd. (importer), 105-106 Mutijheel C/A, Dacca. WTD in preparation. TM D-4.

★★ Tractor spare parts. Commission basis. Salimullah and Co. (importer), 620 Qamar House, Bunder Rd., Karachi. WTD in preparation. TM K-5.

353 Construction, mining, materials handling machinery, equipment

BRAZIL—Industrial trucks; tractors. Imcomex Ltda., Importacao, Comercio & Exportacao (importer), Rua Curitiba 778 s/803, P.O. Box 1763, Belo Horizonte, Minas Gerais. WTD 2/68.

NETHERLANDS—Special types of conveyors, stackers, other in- and out plant materials handling equipment for military, industrial sectors. Especially sophisticated products items.

Exclusive representation and possibly production arrangements at later date. Particularly interested in new products. Ing. Bur. J. & C. Vrins N.V. (importer, distributor), 58 Sweelinckstraat, The Hague. WTD in preparation.

★★ **PAKISTAN**—Port facilities material handling equipment, cranes, container handling equipment. Eastern Trading Co. (group of associated manufacturer, importer, firms), S. Bashir Ahmed Hashmi, Mgr., 811 Qamar House, Karachi. WTD in preparation. TM K-65.

354 Metalworking machinery

★★ **PAKISTAN**—Shears, press brakes, hydraulic forming and punch press, medium to heavy lathes, boring machines, precision internal and external grinders. Eastern Trading Co. (group of associated manufacturer, importer firms), S. Bashir Ahmed Hashmi, Mgr., 811 Qamar House, Karachi. WTD in preparation. TM K-63.

★★ Metal-working machinery. Atlantic Trade Corp. (importer), 108/4, Bagdadi Bldg., Amir Market, Khatunganj, Chittagong. WTD in preparation. TM D-43.

355 Special industry machinery

★★ **PAKISTAN**—Woodworking machinery, including parts, attachments. Atlantic Trade Corp. (importer), 108/4 Bagdadi Bldg., Amir Market, Khatunganj, Chittagong. WTD in preparation. TM D-56.

VENEZUELA—Fishmeal plants (human consumption); fish meal plants (feed grades), portable to be mounted on fishing boats. Agency for entire country. Common Market Buying Services (sales agent), Tenidero a Chimborazo N° 51, Caracas, or: Apartado 4857 Chacao, Caracas. WTD 12/67.

356 General industrial machinery

AUSTRALIA—High pressure compressors. Ron Harding's Sports Centre Pty. Ltd. (manufacturer, retailer, distributor, exporter, importer), 16 Belgrave St., Manly, N.S.W. 2095. WTD 2/68.

★★ **PAKISTAN**—Low-lift pumps in 5 to 15 hp range; diesel, kerosene engines. Elahee Buksh & Co. Ltd. (importer), Ebco Chamber 9-K Motijheel Commercial Area, Dacca. WTD in preparation. TM D-61.

★★ Low lift pump manufacturer 5 to 10 hp diesel or kerosene. Exclusive representation. Atlantic Trade Corp. (importer), 108/4, Bagdadi Bldg., Amir Market, Khatunganj, Chittagong. WTD in preparation. TM D-42.

★★ Low-lift pumps in 2 to 6 hp range; diesel, kerosene, petrol, Moqbul Bros. (importer), 86 Asadganj, Chittagong. WTD in preparation. TM D-29.

★★ Low lift pump, up to 8 hp diesel or kerosene; fractional low lift pumps. Metropolitan Trading Co. (importer), Dost Bldg., 1st floor M.A. Jinnah Rd., Chittagong. WTD in preparation. TM D-14, D-19.

★★ Low lift pumps. Exclusive distributor. Epco (importer), 110/A Tamiz Market, Nandankanan, Chittagong. WTD in preparation. TM D-11.

357 Office, computing, accounting, machines

NETHERLANDS—Processing computers for military, industrial sectors, programmers, recorders. Exclusive representation and possibly production arrangements at later date. Particularly interested in new products. Ing. Bur. J. & C. Vrins N.V. (importer, distributor). 58 Sweelinckstraat, The Hague. WTD in preparation.

358 Service industry machines

★★ **PAKISTAN**—Room, office air conditioners. Pakistan Electric Ltd. (importer), 155 Dhanmandi R/A Rd. No 13/4, Dacca-2. WTD in preparation. TM D-45.

★★ Refrigerators for commercial, industrial use; refrigeration machinery; complete air conditioning units for domestic, commercial industrial use. Alph-e-Sani Enterprises Ltd. (importer), 27, Mymensingh Rd., P.O. Box No. 289, Dacca. WTD in preparation. TM D-49.

★★ Room air conditioners, commercial air conditioner, refrigeration equipment. Elahee Buksh and Co. Ltd. (importer), Ebco Chambers, 9-E Motjheel Commercial Area, Dacca. WTD in preparation. TM D-17.

TAIWAN—Automobile air conditioners. Fwa Chow Trading Co., Ltd. (agent, exporter). 8 Alley 9, Lane 1458 Chung Cheng Rd., Taipei. WTD in preparation.

359 Machinery

★★ **PAKISTAN**—Oil filters for gasoline, diesel engines. Wellman Corp. (importing distributor). 327 Alfalah Bldg., The Mall, Lahore. WTD 6/67. TM L-30.

361 Electric transmission, distribution equipment

NETHERLANDS—Relays, other switchgear, switchboard apparatus. Exclusive representation. Dynamo, N.V. Electrotechnische Handelmaatschappij (importer, distributor), 129 Riouwstraat, The Hague. WTD 3/68.

362 Electrical industrial apparatus

ITALY—Electronic equipment for use in industrial automation. Euro Cedag (agent), Via Monza 40, 20127 Milan. WTD 6/67.

NETHERLANDS—All kinds of control equipment, electric, for military, industrial sectors. Controls and control accessories, electric and electronic. Exclusive representation and possibly production arrangements at later date. Particularly interested in new products. Ing. Bur. J. & C. Vrins N.V. (importer, distributor), 58 Sweelinckstraat, The Hague. WTD in preparation.

Electric motors (fractional hp.). Exclusive representation. Dynamo, N.V., Electrotechnische Handelmaatschappij (importer, distributor), 129 Riouwstraat, The Hague. WTD 3/68.

★★ **PAKISTAN**—Turbine and generators, electrical equipment, condensors, hoists, derricks, heat exchangers. Shell Co. (importer), 9-H Motijheel Commercial Area, Dacca. WTD in preparation. TM D-7.

363 Household appliances

FRANCE—Electric household, kitchen appliances such as washing machines, laundry,

dish; floor waxers; vacuum cleaners; refrigerators, freezers for home, farm use. Requests replies in French. Dumazaud, Lucien (dealer), B.P. #92; Route de Toulouse; 87- Limoges, Haute-Vienne. WTD 3/68.

★★ **PAKISTAN**—Electric household appliances, washing machines, refrigerators. Pakistan Electric Ltd. (importer), 155 Dhanmandi R/A Rd., No. 13/4, Dacca-2. WTD in preparation. TM D-44.

366 Communication equipment

NETHERLANDS—All types of military, industrial, electronic-control, detection or communication systems; especially sonar. Exclusive representation and possibly production arrangements at later date. Particularly interested in new products. Ing. Bur. J. & C. Vrins N.V. (importer, distributor), 58 Sweelinckstraat, The Hague. WTD in preparation.

★★ **PAKISTAN**—Wishes to act as agent to represent established American firm desiring to provide design, installation, technical assistance, equipment for two satellite earth stations one each in East and West Pakistan estimated to cost $10,000,000. Telec Electronics and Machinery Ltd. (importer), 415 Mehboob Chambers, Victoria Rd., Karachi. WTD 5/67. TM K-21.

367 Electronic components, accessories

NETHERLANDS—All types of electronic components, accessories for military, industrial sectors. Exclusive representation and possibly production arrangements at later date. Particularly interested in new products. Ing. Bur. J. & C. Vrins N.V. (importer, distributor), 58 Sweelinckstraat, The Hague. WTD in preparation.

369 Electrical machinery, equipment, supplies

MOROCCO—Radiographic X-ray, electromedical apparatus for medical, control applications. Exclusive agency. Quotations c.i.f. Casablanca. Societe Marocaine de Radiologie (importer, distributor), 198, Boulevard de la Resistance, Casablanca. WTD 3/68.

★★ **PAKISTAN**—X-ray equipment. Exclusive representation. Associated Enterprises (importing distributor), 12 Bank Square, Oriental House, P.O. Box 968, Lahore. WTD in preparation. TM L-19.

371 Motor vehicles, motor vehicle equipment

MEXICO—Technical assistance to manufacture automotive timing gears of molded fiber. Engranes Automotrices, S.A. (manufacturer), Arteaga Pte. No. 643, Monterrey, N.L. WTD 3/68.

VENEZUELA—Air pollution control equipment for vehicles with diesel engines. Agency for entire country. Common Market Buying Services (sales agent), Tenidero a Chimborazo N° 51, Caracas, or: Apartado 4857 Chacao, Caracas. WTD 12/67.

372 Aircraft, parts

NETHERLANDS—All types of aircraft auxiliary equipment, components, for other than U.S. military customers. Exclusive representation; possibly production arrangements at later date. Particularly interested in new products. Ing. Bur. J. & C. Vrins N.V. (importer, distributor), 58 Sweelinckstraat, The Hague. WTD in preparation.

374 Railroad equipment

★★ **PAKISTAN**—Locomotives, railway cars. Eastern Trading Co. (group of associated manufacturer, importer firms), S. Bashir Ahmed Hashmi, Mgr., 811 Qamar House, Karachi. WTD in preparation. TM K-64.

★★ Locomotive repair, maintenance machinery. Yasinsons (manufacturer), P.O. Box 190, 13 Brandreth Rd., Lahore. WTD in preparation. TM L-17.

381 Engineering, laboratory, scientific, research instruments

ENGLAND—Designers, installers of automation systems for industrial, marine, mining plants, wishes to expand activities to include systems engineering by marketing of products allied to its work. Agency or franchise agreement. Telemeter Installations Ltd. (designers, installers), 119 Victoria St., London, S.W.1. WTD 3/68.

NETHERLANDS—All types of aircraft flight, nautical, navigational instruments and automatic pilots; various types of instruments for military laboratories and industrial sectors, especially sophisticated items, such as electro-analytical apparatus. Exclusive representation; possibly production arrangements at a later date. Particularly interested in new products. Ing. Bur. J. & C. Vrins N.V. (importer, distributor), 58 Sweelinckstraat, The Hague. WTD in preparation.

382 Instruments for measuring, controlling, indicating physical characteristics

ITALY—MgO compact mineral insulated bulk thermocouple wires. Tecnomatic, S.r.l. (representative, manufacturer), Via delle Industrie 15/17, Cremona 26100. WTD 12/67.

NETHERLANDS—All types of aviation ground test equipment, aircraft engine instruments, all kinds of measuring and controlling instruments, and components for military and industrial sectors. Exclusive representation and possibly production arrangements at later date. Particularly interested in new products. Ing. Bur. J. & C. Vrins N.V. (importer, distributor), 58 Sweelinckstraat, The Hague. WTD in preparation.

383 Optical instruments, lenses

NETHERLANDS—All types of photometers such as electronic photometers, spectrophotometers. For military, industrial sectors. Exclusive representation and possibly production arrangements at later date. Particularly interested in new products. Ing. Bur. J. & C. Vrins N.V. (importer, distributor), 58 Sweelinckstraat, The Hague. WTD in preparation.

384 Surgical, medical, dental instruments

MOROCCO—Surgical, medical instruments, apparatus, supplies; dental equipment, supplies used by dentists, dental laboratories. Exclusive agency. Quotations c.i.f. Casablanca. Societe Marocaine de Radiologie (importer, distributor), 198, Boulevard de la Resistance, Casablanca. WTD 3/68.

394 Toys, amusement, sporting goods

AUSTRALIA—Aqua-lung cylinders and regulators, spare parts, specialty diving equipment. Ron Harding's Sports Centre Pty. Ltd. (manufacturer, retailer, importer, distributor), 16 Belgrave St., Manly, N.S.W. 2095. WTD 2/68.

HONDURAS—Exercising, reducing, massaging equipment. Francisco J. Yones (manufacturers' representative), Avenida Paz Barahona #414, Tegucigalpa, D. C. WTD 3/68.

395 Pens, pencils, office, artists' materials

HONDURAS—Pencils, pens, crayons, chalk, erasers. Libreria Molino, Attn: D. Luis Villafranca (manufacturers' representative), 5a. Calle #807, Tegucigalpa, D. C. WTD 3/68.

399 Manufacturing industries

FRANCE—Graphic art supplies, related articles for photographic and printing industries, primarily cutting patterns, cutting dies and stencils; multiply wood for preparation of cutting-forms; steel form-cutting blades; plastic films for photograph-mounts, allied items. Graphogom, S.A. (dealer), Boite Postale 263; 11 Ave. Marechal de Tassigny; 87- Limoges, H.V. WTD 1/68.

509 Wholesalers

★★ **PAKISTAN**—Seeds. Catalogues, quotations requested. Belayat Hossain Choudhury, Green House (importer), Razabazar, Tejgaon, Dacca-5. WTD 9/67. TM D-58.

U.S. firms can bid on $30 million road projects in Ethiopia

Prequalification forms should be available to bidders by mid-April

Over $30 million has been earmarked by the Imperial Ethiopian Highway Authority for the country's Fourth Highway Program. As planned, the new program will include the construction of a pair of two-lane bituminous surfaced roads, a total of roughly 441 kilometers in length, between Awash and Tendaho, and Bedelle and Gore; and the placing of base and bituminous surfacing on two primary highways, about 170 km. long, between Nazareth and Awash, and Jimma and Agaro.

U.S. firms interested in obtaining full information on both projects, including prequalification forms for bidding, should write immediately to the Imperial Highway Authority, P.O. Box 1770, Addis Ababa, Ethiopia.

Prequalification forms are expected to be available in about the middle of April.

Dow Chemical, Polymer Int'l to build Honduras plant

The Honduras Ministry of Economy and Finance recently announced that Dow Chemical and Polymer International are planning to build a plant at Puerto Cortes to produce ethelene, polyethelene, vinyl chloride and polyvinyl chloride. The cost is estimated at $22 million and construction will take about two years. The plant would be at dockside to cut transport time in receiving the imported petroleum raw materials from tankers.

Polymer Industrial, S.A., a Polymer International subsidiary, has a polyethelene products plant at San Pedro Sula.

New Books and Reports

***Balance-of-Payments Adjustment Policies: Japan, Germany and the Netherlands.* By Michael Michaely. Published by the National Bureau of Economic Research. New York. 112pp. $2.75.**

This report represents the first stage in a larger NBER program designed to discover whether or not there is a general pattern in the international monetary system as a whole and to analyze the reasons for similarities or differences among countries.

The study examines the balance-of-payments policies of Germany, Japan and the Netherlands over a 15-year period and concludes: Japan and the Netherlands adhere almost strictly to the classical prescription of inflating when in surplus, deflating when in deficit; in Germany, on the other hand, no such response is evident. The key monetary factors are not dependent, in general, on the country's balance-of-payments position.

Write: Columbia University Press, 2960 Broadway, New York, N.Y. 10027.

***Fuji Bank Bulletin.* March 1968. Published by Fuji Bank, Ltd. Tokyo. 20pp. Free.**

The March 1968 issue of this monthly bulletin features a comprehensive report on Japan's nickel industry. In addition to the special section on nickel, the booklet contains tables illustrating Japan's economic cooperation with Southeast Asia, and statistical tables showing main accounts of the Bank of Japan, other banks, Tokyo Stock Exchange stock price average, wholesale and consumer price indices, exports and imports, and other data.

Write: International Public Relations Co., Ltd., 230 Park Ave., New York, N.Y. 10017.

***Financing Latin American Housing.* By Sean M. Elliott. Published by Frederick A. Praeger. New York. 1968. 232pp. $12.50.**

Increased investment in Latin American housing, this study states, can accelerate economic development through the impact of potential home ownership on the individual's desire to save. The author discusses the institution best designed to promote this, the savings and loan association, and traces its progress in eight Latin American countries: Argentina, Bolivia, Chile, Dominican Republic, Ecuador, Guatemala, Peru and Venezuela.

The increasingly important role played in regional development by U.S. programs for Latin American housing construction and finance, which was practically nonexistent before 1959, is discussed.

Write: Frederick A. Praeger, Inc., Publishers, 111 Fourth Ave., New York, N.Y. 10003.

***The External Relations of Less-Developed Countries.* By Hans Bachmann. Published by Frederick A. Praeger, Inc. New York. 1968. 362pp. $15.**

A manual of economic policies, this book offers government officials, economists and students of commercial policy a general reference on problems facing developing countries in their external economic relations.

The author analyzes the problems of commercial and monetary policy, international payments, and the financing of development. Dr. Bachmann is director of the Swiss Institute for International Economics at the St. Gall Graduate School for Economics and Social Sciences.

Write: Frederick A. Praeger, Inc., 111 Fourth Ave., New York, N.Y. 10003.

***Joint Ventures and Japan.* By Robert J. Ballon. Published by Charles E. Tuttle Co. Rutland, Vt. 1968. 138pp. $5.**

This is a second volume by the author of *Doing Business in Japan* (reviewed in INTERNATIONAL COMMERCE Sept. 18, 1967). The book's four parts discuss: entering the Japanese economy; writing the joint venture contract; managing the joint venture; and marketing the joint venture.

The author is professor of labor relations at Sophia University, Tokyo, whose Socio-Economic Institute sponsored the international management development seminars in which the material used in this book originated.

Write: Charles E. Tuttle Co., Rutland, Vt. 05701.

***Overseas Business Reports.* U.S. Department of Commerce. Washington, D.C. 1968. $13 per year ($5 additional for overseas mailing), 15 cents per copy.**

Market Indicators for Latin America. OBR 67-74. This report presents selected basic data useful in the analysis of the Latin American countries as markets for U.S. exports. Statistics on population, production, trade, finance and related subjects are shown for 19 countries, and, when available, for five others.

Market Indicators for the Near East and South Asia. OBR 67-85. The same information mentioned above in the OBR on Latin America, is included in this one for 18 Near East-South Asia countries.

Summary and Texts of Indonesian Foreign Investment Legislation. OBR 67-97. Texts of investment legislation and pertinent foreign exchange regulations passed in 1967 are reprinted.

Market Information on Electronic Products in France. OBR 68-1. Information is given on current trends, customs duties and taxes, foreign trade and outlook, and tables are presented showing dollar value of sales of individual industries.

Write: any Department of Commerce field office or Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

***Comprehensive Export Schedule.* Published by the Department of Commerce. Annual subscription—$7 U.S. $9 foreign, $5 extra airmail.**

The 1968-69 edition of this annual publication brings up to date the U.S. Government regulations on export control.

The *Schedule* and its supplement *Current Export Bulletins* make up the *Comprehensive Export Regulations Service,* which is designed for government personnel administering export controls and for individuals and organizations exporting from the United States. It includes regulations published in the Federal Register, and instructions, interpretations and explanatory material relating to export control.

Write: any Dept. of Commerce field office or the Superintendent of Documents, Government Printing Office, Washington, D.C. 20402.

☆ U. S. GOVERNMENT PRINTING OFFICE: 1969—301-982/40

Calendar *for international traders*

ATLANTA—Apr. 22—Businessmen's Consultation, **John C. Fuess, Consul General, Trieste.** Sponsor: Commerce Field Office.

ATLANTA—Apr. 25—In-Office Export Conference, Commerce Field Office. Sponsor: Commerce Field Office, REEC.

BALTIMORE—Apr. 25—Export In-Office Seminar, Johnny's & Sammy's Restaurant, Salisbury, Md. Sponsors: Commerce Field Office, REEC, Maryland Nat'l Bank.

BOSTON—Apr. 23—Businessmen's Consultation and luncheon meeting. Int'l House, Int'l Center of New England. Speaker: **Gerald H. Murphy, Economic Officer, Kinshasa.** Sponsors: Commerce Field Office, Int'l Center.

CHICAGO—Apr. 22-23—Businessmen's Consultation, **Wolfgang F. Robinow, Trade Center Director, Frankfurt.** Sponsor: Commerce Field Office.

CINCINNATI—Apr. 24—World Trade Club of Cincinnati meeting, Sheraton-Gibson Hotel. 7 p.m. Speaker: Kyu Sup Chung, minister, Embassy of Republic of Korea. Sponsors: World Trade Club, Commerce Field Office.

EL PASO—Apr. 25—Int'l Trade Workshop, Chamber of Commerce, 9:30 a.m. Sponsors: Commerce Field Office, REEC, Chamber of Commerce.

GALESBURG, Mich.—Apr. 23—Western Michigan World Trade Club, Inman's, 6 p.m.

GREENVILLE, Miss.—Apr.23—Export Workshop, Downtowner Motel, 3:30 p.m. Sponsors: Commerce Memphis Field Office, REEC, Greenville Chamber of Commerce.

GREENWOOD, Miss.—Apr. 23—Export Workshop, Chamber of Commerce, 10:30 a.m. Sponsors: Commerce Memphis Field Office, REEC, Greenwood Chamber of Commerce.

KANSAS CITY—Apr. 24—Second of four weekly Export Procedures Courses on Documentation, Board Room, Chamber of Commerce, 6:45 p.m. Sponsors: Commerce Field Office, REEC, Int'l Trade Club of Kansas City.

KANSAS CITY—Apr. 25—In-Office Workshop for Exporters, Federal Office Bldg., 2 p.m. Sponsors: Commerce Field Office, REEC.

LOS ANGELES—Apr. 24—Export Expansion Seminar, Commerce Field Office, 9 a.m.

Calendar deadline

Information for publication must be received three weeks before the date of the announced event. Include time, place, sponsoring organization and special topic, if applicable. Meetings must be open to the public in order to be publicized in this space. **Write:**

Managing Editor,
International Commerce
BIC-204
U.S. Department of Commerce
Washington, D.C. 20230.

LOS ANGELES—Apr. 26—Export Expansion Seminar, Commerce Field Office, 9 a.m.

LOS ANGELES—Apr. 29—Businessmen's Consultation, **Wolfgang F. Robinow, director, Frankfurt Trade Center.** Sponsor: Commerce Field Office.

LUBBOCK, Tex.—Apr. 23—Int'l Trade Workshop, Chamber of Commerce. Sponsors: Chamber of Commerce, Commerce Dallas Field Office.

MIAMI—Apr. 24—In-Office Export Workshop on Freight Forwarder's Role in Exporting, Commerce Field Office, 10 a.m. Sponsors: Commerce Field Office, S. Fla. REEC.

MIDLAND, Tex.—Apr. 24—Int'l Trade Workshop, Chamber of Commerce. Sponsors: Chamber of Commerce, Commerce Dallas Field Office.

NEW ORLEANS—Apr. 24—Foreign Trade Committee meeting, International House. Speaker: William Roth, Special Representative for Trade Negotiations.

NEW ORLEANS—Apr. 25—Foreign Transportation Institute dinner, International House.

NEW ORLEANS—Apr. 28-30—23rd Mississippi Valley World Trade Conference, Roosevelt Hotel. Sponsors: Miss. Valley World Trade Council, La.-Miss. REEC, Commerce Field Office.

PRINCETON, W. Va.—Apr. 24—Int'l Trade Seminar, Conference Room, Chamber of Commerce, 10 a.m. Sponsors: Charleston Commerce Field Office, Chamber of Commerce, REEC, Small Business Admin.

ST. JOSEPH, Mo.—Apr. 29—First of three weekly Export Procedures Courses on Documentation, St. Joseph Area Chamber of Commerce, 7 p.m. Sponsors: Commerce Kansas City Field Office, REEC, Chamber of Commerce.

ST. LOUIS—Apr. 25—World Trade Club monthly dinner meeting, Holiday Inn Midtown, 6 p.m.

SAN DIEGO—Apr. 24-26—Western Int'l Trade Group. Speaker: **Wolfgang F. Robinow, director, U.S. Dept. of Commerce Frankfurt Trade Center.**

WICHITA FALLS, Tex.—Apr. 22—Int'l Trade Workshop, Chamber of Commerce. Sponsors: Chamber of Commerce, Commerce Dallas Field Office.

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